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INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXI

Philadelphia, May, 1940

No. 1



Picture from John W. Bogert, Winterthur, Delaware

Holsteins at Pasture

The Co-op and Its Second Generation Members

NO PROMISE of more far-reaching benefits for the American farmer exists today than in the future of agricultural cooperation. There are many factors, however, that will determine the course of that future, and they are by no means entirely within our control. Many of them are unpredictable. But there is at least one factor affecting the co-ops of tomorrow that we can have a hand in influencing here and now.

We are able to predetermine, to an important degree, the extent to which the cooperatives which have existed and served for many years past are going to continue to serve in the years to come. We are able to decide, in many individual instances, whether the associations which were organized by farmers for the purpose of meeting specific needs and the furnishing of better marketing machinery are going to continue in full health and vigor—or whether they are going to wither and die of cooperative old age.

Different Faces on the Scene

Many cooperatives are today largely patronized by different groups of farmers from those which organized the association. These cooperatives were built by one generation of farmers and are now in the process of being inherited by a second generation. The heritage is a valuable one—rich in tradition and experience. In order to appreciate it, we must realize the opposition which was overcome and the struggles which were involved in establishing these organizations. We must understand why they were started and what present day conditions might be if these associations were not functioning. We can learn much by studying the history and the experience of these enterprises. At the same time, however, we must recognize that certain of the policies, procedures, and facilities which we have inherited have in some cases been rendered out of date. Our problem is to adapt this cooperative inheritance to our present need—to take full advantage of what has been built for us and yet to enlarge upon it for greater usefulness in the future.

We have come a long way in the history of the cooperative movement. Within a few short years—1944 to be exact—we shall be celebrating its one-hundredth anniversary. It was in 1844 that the Rochdale pioneers started their little

What makes a Co-op tick—and what makes some of them stop ticking? A few of the fundamentals of success in cooperative activity are discussed in the circular A-19, "The Co-op and Its Second Generation Members," recently issued by the Farm Credit Administration and written by Tom G. Stitts, chief of its Cooperative Research and Service Division. We are carrying the first part of this interesting and comprehensive circular herewith and shall reprint additional portions as space permits.

store on Toad Lane in a suburb of Manchester, England. The history of the movement actually began many years before that, and was marked by one attempt after another to develop business ventures on a cooperative basis. It remained for the Rochdale weavers, however, to draw from past experience and bring together those principles and practices which formed a workable cooperative business pattern.

Early progress was made slowly and haltingly—but progress definitely was made and the movement grew steadily. With the improvements and refinements which experience has brought, it continues to grow today. Its progress is shown by the fact that in the United States alone there are about 10,700 active marketing and purchasing associations reporting to the Farm Credit Administration. These farmers' cooperatives in 1938-39 had attained a total membership of 3,300,000 and a volume of business close to \$2,100,000,000.

Continued Success Not Guaranteed

These are impressive figures. They give testimony to the judgment, foresight, earnestness, and aggressiveness of cooperative leadership. They promise well for the future of the movement—but they do not guarantee the continued success of any individual association. Each one must stand on its own bottom.

It is well to realize that every successful cooperative, through its own success, develops the seeds of its own destruction. The cooperative which sets out to do a job—and accomplishes that job—eliminates to a certain extent the very reason for its existence after the job is done. Other jobs may turn up, but unless they do, the impelling force that made the cooperative necessary in the first place is largely lost.

This is true of every type of co-op, creamery, elevator, farm-supply purchasing, or what-not. The farmers' elevators and cooperative creameries

of the Middle West offer a striking example of what may happen when the cooperatives have reached some of their early specific objectives. At the outset these farmers organized to try to correct abuses and unfair trade practices prevailing in local markets—excessively wide margins, unsatisfactory weights and grades, or perhaps lack of adequate facilities. It took 20 years or more of effort before the farmers in many instances could boast of success in their cooperatives. But once the movement was established, many of those first objectives were soon realized. Margins were reduced to about the cost level. Buying on the basis of established grades became a general practice. There was reasonable assurance of satisfactory weights. Nearly every farmer had a marketing outlet within short hauling distance.

In the meantime, the very success of the cooperatives in bringing about these improvements created an environment which made it more difficult for the individual cooperative to survive. For one thing, early success, combined with glowing promises of overzealous enthusiasts, created such unwarranted optimism that many associations were started with but slight chance for continued existence. So long as margins were wide, organizations with high operating costs could live, and perhaps even pay patronage dividends. But when margins were narrowed, and dropped lower than the costs of the less efficient concerns, it was only a matter of time until they disappeared. This process of elimination has been proceeding among local co-operatives for two decades or more—speeded up in some instances by general economic conditions, changes in transportation, and other factors.

This is not to say that a cooperative necessarily is "through" when it has accomplished most of its original purposes and achieved a fair degree of success. We know from the experiences of thousands of

(Please turn to page 15)

It Was One O'clock In the Morning

when Ralph Zollers and I arrived home from the Bay View, Maryland, dinner meeting last Friday night—and neither one of us regretted the sleep we were losing. It was a grand session! But it was not the only good one. They've all been good; the old-timers have put their dinners on like professionals and those who were new at the business this year handled themselves like old-timers.

These dinners mean a lot for Inter-State—to my mind a lot more than even the annual meeting of the delegates in Philadelphia. Locally arranged and locally carried out, I believe they better serve to tie the member and his cooperative together than any other function of the organization.

Quite apart from their social side, they have a very valuable educational and informative purpose as well. This year, among other outside speakers, we've had John Light, Secretary

of Agriculture; Tom Stitts of the Farm Credit Administration; Dean Schuster of the University of Delaware; Fred Lininger, Dr. Reist and Kenneth Hood of State College; and Howard Barker and J. W. Magruder of the University of Maryland, all of whom have made excellent talks.

Besides that they've offered an opportunity for a lot of in-the-family discussion about the business of Inter-State which has gone a long way toward a better understanding of the market and our problems. In my judgment the degree of this understanding on the part of our members is the very foundation rock of our success as a cooperative.

John Light

New Jersey Reduces Class II Milk Price

The price of milk for cream (Class II) in New Jersey drops, on May 1, from \$1.80 to \$1.35 per hundred-weight of 3.5 percent milk, f. o. b. dealer's plant. This change was ordered as a result of the hearings held at Trenton on March 28 and 29, at which a general price reduction on both Class I and Class II milk was considered.

Concurrent with this reduction in producer price, consumer prices of cream are being reduced proportionately. The price per half-pint of light cream was reduced 1 cent and of heavy cream 3 cents, with corresponding changes in other units.

High School Boys Study Milk Cooling Costs

An interesting study was made by members of the Future Farmers of America attending the West Lampeter High School. These boys, under the direction of their agricultural teacher, W. B. Rentschler, made detailed studies of the amount of electricity used in various farm and home appliances.

Of special interest at this time are the results obtained in the amount of electricity used in milk cooling. One 8-can cooler showed that, in order to cool the milk to 37 degrees, 2.16 kilowatt-hours of electricity were used per 100 pounds of milk. Stated another way, each k.w.h. cools 46 pounds of milk.

A second cooler, adjusted to 39 degrees, required 1.38 kilowatt-hours per hundred pounds, or 72 pounds were cooled by each k.w.h.

A third machine, in which the



This tree which guards the spring on the George H. Titus farm, Lambertville, N. J., was planted 70 years ago by Elma Titus' grandfather.

milk was pre-cooled to 60 degrees and then placed in the cooler set so as to bring the milk temperature down to 45 degrees, required only .87 kilowatt-hours per 100 pounds of milk, or 115 pounds were cooled with each k.w.h.

Another phase of the study covered the current consumption for operating milking machines. On one farm using a milker installed 15 years earlier, approximately 3 kilowatt-hours were required daily for milking 20 cows, which averaged 540 pounds of milk daily. The second farm required 1.2 kilowatt-hours daily, with an average daily production of 320 pounds.

Of Course It Pays

Evidence continues to pile up that pasture constitutes one of the best crops a farmer can raise. This demands, of course, that the pasture be handled as a crop rather than being subjected to neglect and abuse.

It is reported in the Fertilizer Review that "A large number of pasture experiments show that one ton of fertilizer will result in increased milk production of at least 5,000 pounds. Taking into consideration prices received for milk and prices paid for fertilizer, the use of fertilizer results in an excellent profit."

INTER-STATE MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative

Incorporated
401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President
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H. E. Jamison, Assistant Secretary
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SECONDARY MARKET MANAGERS

1. Altoona—Huntingdon—J. J. Camp, Roaring Springs, Pa., Phone 118-M
2. Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
3. South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, Box 334, Phone 800
4. Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
5. Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

Dairy Month, Our Chance

On another page will be seen an announcement of preliminary plans for promoting the sale of milk and dairy products during June, which has been designated as dairy month. This special effort has two major purposes, first, to boost the sales of these products, second, to relieve the normal seasonal surplus of milk and dairy products.

The national campaign will be directed to our city consumers but there is a very real and effective help every milk-producing farmer

can render. He can use an abundance of milk and home-made milk products on his own table three times a day. He can also use butter and cheese, both splendid and economical foods in similar abundance.

Milk is a grand drink, as well as a splendid food and on our farms it is available in abundance and without cash outlay. Using milk abundantly gives a splendid opportunity to eliminate the middleman's profit in our family food cost and we can make it take the place of many other foods on which there is such a profit.

In addition, using an abundance of our own milk in our own homes shows confidence in our own business, a confidence which should be demonstrated by us before we can very well expect others to pay their hard-earned money for our products.

Cool Your Milk

Many of us have begun to believe that there will be no warm weather this year. One of these days, however, winter will be in full retreat and the mercury in the thermometer will start climbing. When it does it's highly probable that a few producers are going to be caught with improperly cooled milk.

State requirements specify that milk must be delivered to the plant or receiving station at a temperature of 60 degrees or less. If the temperature is higher the milk is subject to rejection.

If the milk cooler has not been used except as a storage tank during the past several months, it is urged that the cold be turned on before rejections occur. One or two cans of rejected milk will pay for a lot of electricity or ice. In addition, rapid cooling means better milk any time of the year—and better milk is our best means of building a larger demand for milk.

Co-op Leader Elected Mayor of Kansas City

In the shake-up which occurred in the government of Kansas City, resulting in the discarding by the voters of the old order which had so often run into sharp conflict with the law and with public opinion, the voters of Kansas City stepped out and picked for their new mayor John B. Gage. Mr. Gage has served for several years as legal counsel for the 'Pure Milk Producers' Association of that city and also for numerous other cooperatives in the Kansas City area.

It is gratifying to know that farmers' cooperatives generally obtain legal counsel from men held in such high public esteem.

Robert W. Balderston

Robert W. Balderston, one of the organizers of the Inter-State Milk Producers' Association and secretary of that organization from its start until January 1, 1930, died at Warsaw, Indiana, on April 12, following an accidental fall two days earlier from which he never regained consciousness. He was born at Kennett Square, Pennsylvania, and was 57 years old at his passing.

Mr. Balderston was active in the organization of the Philadelphia Inter-State Dairy Council in 1920,



and also served as its secretary-manager until January 1, 1930, when he was made general manager of the National Dairy Council with offices in Chicago. He continued in that position until late 1936, when he took a position with a refrigeration engineering firm in Chicago.

Always active in the affairs of the Society of Friends, he served 8 months in 1919-20 as a member of the German Child Feeding Mission of the American Friends Service Committee. Again in 1939, together with Mrs. Balderston, he spent some time in Europe in connection with the service of this committee to German refugees in Germany and border countries.

He is survived by his wife, Martha, a son, Walter; three daughters, Margaret Balderston, Mrs. Alfred Cope and Mrs. Lewis Maurer; and a brother, Canby. Memorial services were held in Philadelphia on April 26th.

In 1908 more patents were issued for butter churns than for any other device.

Last year 100,000 beetle traps set out in Maryland caught about 104 tons of the insect.

Thank God For America!

AS DAIRYMEN we have our troubles, plenty of them, and they are all very real to us. But when we consider the probable plight of those great dairymen, the Danes, our own troubles seem to diminish in size and many of them practically disappear.

Although nearly 4000 miles away every American must have felt a pang of sympathy for the citizens of this great little nation, when on April 9th the mechanized hordes of Hitler's plunderbund assumed command of the government of Denmark and of its resources, regimenting the economy and the very life of the nation, even as the German people are regimented.

It is quite evident that everything in Denmark is now appropriated to whatever purpose will best serve the enormous appetite of Germany's war machine.

Try as we may, I doubt if any of us, at this distance, can visualize ourselves in similar circumstances. Were we the victims we would be told just what we could do and what we couldn't do; what we could keep and what would serve the Reich; what we could eat and wear; and what we can (must) sell, for which we would take payment in paper currency with apparently nothing but a gamble on victory behind it—and like it.

Such happenings are so foreign to Americans they seem as fiction; so distant, that we, in our smugness, do not trouble to visualize ourselves in such dire circumstances; for a single misunderstood word, smile, or gesture may invoke upon our property, or family, or our own persons the fury of the "Gespato," intent only upon furthering the cause of the "Party" and "liquidating" on the slightest pretext anything that may hinder, or may be suspected of hindering, its progress.

We can not help but wonder what is happening to the material evidences of Danish progress, such as their herds of Danish Red cattle developed to satisfy Denmark's needs, the average butterfat test of which is said to have been raised from 3.3% to almost 4% in 50 years of selective breeding. We wonder what is happening to those self-ruled co-operatives of Denmark which set standards for the world; and to the folk schools which have practically eliminated illiteracy from the nation and made the Danish farmers a self-sufficient land-loving and land-owning people. We wonder what is happening to the advanced culture of the Danes, a culture which is possible only among a peace loving people.

It is our own feeling that these things are not lost—only retarded or perhaps set back a decade or two, depending upon the length and intensity of the "protection" so suddenly thrust upon them. Such virtues, having become a part of the very fibre of the Danish people, are not destroyed—they will rise again and shine the more brilliantly because of the background of false standards of war and greed from which they must emerge.

Thank God for America!



Betty Mae and her pony "Kitty" go to visit a neighbor. Picture sent by Mrs. Forde Adams, Cordova, Md.

Marvel and Reynolds Home from Hospitals

We are happy to report as we go to press that the two Inter-State directors, A. R. Marvel of Easton, Md., and J. D. Reynolds of Middletown, Del., who have been hospitalized recently, are convalescing from their operations. Vice-President A. R. Marvel was operated upon early in April for appendicitis and at last reports he is up and around but not yet at work.

J. D. Reynolds, who is also a member of the Executive Committee, was confined to the Wilmington hospital for about three weeks, during which time he was operated upon for the removal of gall-stones. A visit to his home on April 29 revealed that he is making splendid progress and is gradually recovering his strength.

Both Mr. Marvel and Mr. Reynolds expressed appreciation of the thoughtfulness of their many friends during their respective visits to the hospitals. Each insists that this expression of good-feeling contributed substantially toward his recovery.

When buying dairy cleaners and sterilizers we urge you to patronize those companies who advertise their products in your Inter-State Milk Producers' Review.

A Million Dollars To Advertise Oranges

Advertising has made Sunkist a standard of quality for citrus fruits. For years that big cooperative, the California Fruit Growers Exchange, has been a consistent advertiser, using such recognized mediums as newspapers, consumer and trade magazines, the radio, out-door bulletins, billboards and express truck posters.

These advertisements are invariably works of art, attractive in design and obviously successful in making people want to use citrus fruits—oranges, lemons or grapefruit—and of course the desire is for the Sunkist brand.

A recent announcement stated that more than \$1,000,000 will be spent in advertising Sunkist's Valencia oranges this summer, and another \$300,000 to promote lemon sales.

This advertising program is being financed by an assessment of 7 cents per box of fruit marketed during the summer season. It is easy to see how a good advertising program will increase the demand sufficiently to recover that 7-cent assessment many times over.

It is gratifying to see such advertising of a food in its natural state, especially when done by a farmers' cooperative organization. It is our hope that the dairy industry can carry through to successful completion its campaign to raise advertising funds in order to tell the American public in attractive, vivid advertisements the true value of milk, butter and many other dairy products.

Prevent Off-Flavor Milk

Avoid losses incident to returned milk by observing time-proven methods of preventions.

For Garlic

Allow seven or eight hours' time to elapse after taking cows off pasture before milking. If pasture is heavily infested with garlic it may be necessary to avoid pasturing such fields until later in the season.

For Grassy Odors

Allow five or seven hours' time to elapse after taking cows off pasture before milking. This period can be gradually lessened as the season advances.

For Ensilage Flavors

When ensilage gets low in silo and the weather gets warmer, an acid condition is created which frequently imparts a bad flavor to milk. The remedy is feeding ensilage after milking is completed.

—Market News.

Prices Paid for 4.0% Milk By Philadelphia Dealers

March, 1940, f.o.b. city plant

Abbotts Dairies	2.25
Baldwin Dairies	2.42
Breuninger Dairies	2.67
Engel Dairy	2.78
Frankford Dairies	
Gross Dairy	2.57
Harbisons' Dairies	2.61
Missimer Dairies	2.52
Scott-Powell Dairies	2.44
Supplee-Wills-Jones Milk Co.	2.35
Sypherd's Dairy	2.73

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.

	Class I	Class II	Class III
March	\$2.85	\$1.80	\$1.14
April	2.85	1.80	1.12

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets, as set forth in Order 48, effective February 16, 1940, are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Class III Prices—4.0% Milk

MARKET	MARCH	APRIL
All Penna. Markets	\$1.19	\$1.17
Md. & Del. Stations	1.20	1.18
Wilmington	1.20	1.18

Average price 92-score butter at New York: Cents Per Pound

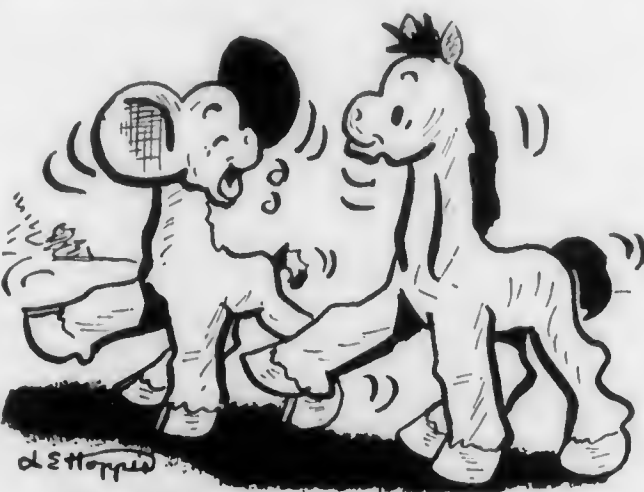
	First Half	Last Half	Monthly
March	28.73	28.50	28.62
April	28.21	27.60	27.90

The March average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.



"It doesn't matter how big a walk we take, just so I get home in time to do the milkin'!"

Classification Percentages—March, 1940

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Class IV	Bonus to "A" Producers
Abbotts Dairies, "A"	63.7	3.4	32.9		
Baldwin Dairies, "B"	56.7	10.4	32.9		
Baldwin Dairies, "A"	71	10	19		
Baldwin Dairies, "B"	66	11	23		
Blue Hen Farms	62.9	9.1	28		
Breuninger Dairies	78	20	2		
Clover Dairy Co.	66.31	11.71	21.98	50% of Prod.	
Eachus Dairies	82	9			
Engel Dairy	86.77	8.87	4.36	73% of Prod.	
Fraims Dairies	73.55	12.86	13.59		
Gross Dairy	70	30		71.2% of Cl. I	
Harbisons' Dairies	77	10	13	74.02% of Cl. I	
Harshbarger Dairy	*74.1	*13.3	(†)		
Hernig, Peter, Sons	33	67			
Hoffman Dairies (Hntdn)	42	6.8	51.2		
Keith's Dairy	*84	*16			
Martin Century Farms	x86.79	x13.21		68.55% Prod.	
Missimer Dairies	65.9	34.1			
Nelson Dairies	57	29	14		
Pebble Hill Farm	70	30			
Penn Cress Ice Cream Co.	44.3	2.8	52.9		
Penn Reed Milk Co.	53	47			
Scott-Powell Dairies	62	33	5	75% of Prod.	
Stegmeier, Clayton	58.5	5	36.5		
Supplee-Wills-Jones	57.42	29.70	12.88	81.85% of Cl. I	
Sypherd's Dairy	81.7	18.3			
Turner & Wescott	68	32			
Walnut Bank Farms	74.94	10.40	14.66		
Waple Dairies	76.7	8.9	14.4		
Wawa Dairy Farms	69	15	16		
Williamsburg Dairy	1-15.95	5			
"	16-31.95	5			

NEW JERSEY (Percentages of Norm.)

	Norm	Cream	Excess
Abbotts Dairies, "A"	94.8	5.2	Balance
" " "B"	97	3	Balance
Castanea Dairy Co., "A"	84	Balance	82% of Ex.
" " "B"	83	Balance	82% of Ex.
Scott-Powell, "A"	z95.6	4.4	Balance
" " "B"	100		Balance
Supplee-Wills-Jones	100		Balance

* Percentage of each producer's individual base.

† Deliveries in excess of I and IA.

x Martin Century paid in March, Class I, 70.77% at \$2.79; 16.02% at \$2.98; Class II, 10.77% at \$1.58, and 2.44% at \$1.62. (Prices of 4% Grade "B" milk f. o. b. Lansdale.)

z "A" bonus paid on 60.5% of norm.

Feed Price Summary for April, 1940

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

	April 1940 (\$ per T.)	March 1940 (\$ per T.)	April 1939 (\$ per T.)	% Change April, 1940, compared with Mar., 1940	% Change April, 1940, compared with Apr., 1939
Wheat Bran	34.26	33.28	31.14	+2.94	+10.02
Cottonseed Meal 41%	43.35	42.99	35.29	+8.66	+22.84
Gluten Feed 23%	33.41	32.86	27.65	+5.21	+16.67
Linseed Meal 34%	41.23	43.23	49.28	-2.00	-14.34
Corn Meal	32.92	32.41	28.79	+3.62	+12.12
Mixed Dairy Ration 16%	34.33	33.72	30.62	+3.71	+12.12
" " 24%	40.67	39.52	35.90	+4.67	+13.29
" " 32%	42.99	42.44	38.68	+4.31	+11.14
Brewer's Grains	34.32	34.49	25.99	-0.17	+8.35

Mother: "Johnny, I told you always to count fifty before you did anything to your little brother. And now I find you holding him in the closet."

Johnny: "I am counting fifty. But I want to know where he is when I get through."

Be sure of the facts before expressing an opinion.

Seaman Sam: "Say, Frank, if you had five bucks in your pocket, what would you think?"

Farmer Frank: "I'd think I had on somebody else's pants."

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

March Averages and March and April Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1).

Dealer	Delivery Point	Average Price in March	Class I Price Mar. & April	Class II Price March	Class II Price April
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.62	\$1.59
Abbotts Dairies	Coudersport, Pa.	1.90	2.38	1.54	1.51
" "	Curryville, Pa.	1.95	2.47	1.55	1.52
" "	Easton, Md.	2.00	2.56	1.50	1.48
" "	Goshen, Pa.	2.12	2.63	1.57	1.54
" "	Kelton, Pa.	2.13	2.65	1.58	1.55
" "	Oxford, Pa.	2.13	2.65	1.58	1.55
" "	Port Allegany, Pa.	1.90	2.38	1.54	1.51
" "	Spring Creek, Pa.	1.88	2.34	1.53	1.50
Avondale Farms Dairy	Bethlehem, Pa.	1.97-1.96	†2.85	1.47	1.44
Blue Hen Farms	Wilmington, Del.	2.23	2.77	1.70	1.68
Breuninger Dairies	Richlandtown, Pa.	2.38	2.62	1.57	1.54
Centerville Producers' Co-op.	Centerville, Md.	2.46			
Clover Dairy Company	Wilmington, Del.	2.30	2.77	1.70	1.68
Delchester Farms	Edgemont, Pa.	2.39	2.98	1.62	1.59
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.62	1.59
Eachus Dairies	West Chester, Pa.	2.67	†2.85	1.47	1.44
Fraims Dairies	Wilmington, Del.	2.42	2.77	1.70	1.68
Harbisons' Dairies	Brandtsville, Pa.	2.33	2.62	1.57	1.54
" "	Byers, Pa.	2.33	2.62	1.57	1.54
" "	Carlisle, Pa.	2.33	2.62	1.57	1.54
" "	Hurlock, Md.	2.28	2.56	1.50	1.48
" "	Kimberton, Pa.	2.33	2.62	1.57	1.54
" "	Massey, Md.	2.29	2.58	1.50	1.48
" "	Millville, Pa.	2.24	2.50	1.56	1.53
" "	Sudlersville, Md.	2.29	2.58	1.50	1.48
Harshbarger Dairy	Altoona, Pa.	—	†2.96	1.47	1.44
Hernig, Peter, Sons	Boiling Springs, Pa.	1.90	2.58	1.57	1.54
Hershey Creamery Co.	Greencastle, Pa.	1.85			
Highland Dairy Co.	Doe Run, Pa.	2.37	†2.85	1.47	1.44
Hoffman Dairy	Bedford, Pa.	—	†2.58	1.47	1.44
" "	Huntingdon, Pa.	2.07	†2.70	1.60	1.57
Johnson, J. Ward	Woodlyn, Pa.	2.60	2.98	1.62	1.59
Keith's Dairy	Altoona, Pa.	—	†2.96	1.47	1.44
Martin Century Farms	Lansdale, Pa.	2.66	2.98	1.62	1.59
Miller-Flounders Dairy	Chester, Pa.	2.60	2.98	1.62	1.59
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.58-2.60	†2.70	1.60	1.57
Nelson Dairies	Jeffersonville, Pa.	2.33	2.98	1.62	1.59
Pebble Hill Farm	Doylestown, Pa.	2.57	2.98	1.62	1.59
Penn Cress Ice Cream Co.	Cresson, Pa.	2.15	†2.96	1.47	1.44
Scott-Powell Dairies	Clayton Del.	2.17	2.60	1.50	1.48
" "	New Holland, Pa.	2.23	2.66	1.58	1.55
" "	Pottstown, Pa.	2.26	2.71	1.58	1.55
" "	Snow Hill, Md.	2.07	2.44	1.50	1.48
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.11			
Stegmeier, Clayton	Tamaqua, Pa.	2.35	†2.96	1.47	1.44
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.03	2.47	1.55	1.52
" "	Chambersburg, Pa.	2.08	2.55	1.56	1.53
" "	Hagerstown, Md.	2.03	2.49	1.50	1.48
" "	Harrington, Del.	2.08	2.58	1.50	1.48
" "	Huntingdon, Pa.	2.07	2.53	1.56	1.53
" "	Leaman Place, Pa.	2.16	2.67	1.58	1.55
" "	Lewistown, Pa.	2.08	2.55	1.56	1.53
" "	Mercersburg, Pa.	2.08	2.55	1.56	1.53
" "	Mt. Pleasant, Del.	2.08	2.58	1.50	1.48
" "	Nassau, Del.	2.06	2.55	1.50	1.48
" "	Princess Anne, Md.	2.02	2.47	1.50	1.48
" "	Townsend, Del.	2.08	2.58	1.50	1.48
" "	Waynesboro, Pa.	2.08	2.55	1.56	1.53
" "	Worton, Md.	2.08	2.58	1.50	1.48
Sylvan Seal Milk (Del. only)	F. O. B. Farm	2.03			
Turner & Wescott	Glen Roy, Pa.	2.30	2.65	1.58	1.55
Walnut Bank Farms	Quakertown, Pa.	2.50	2.98	1.62	1.59
Waple Dairies	Tyrone, Pa.	*2.37	†2.70	1.60	1.57
Wawa Dairy Farms	Wawa, Pa.	2.30	2.98	1.62	1.59

* The amount paid on account was equivalent to this price.

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

Secondary Markets

WILMINGTON

Of major importance in this market is the announcement of arrangements for re-instating Dairy Council work among our consumers. These arrangements were completed late in April and provide that producers supplying the Wilmington market and their dealers will each contribute 1 cent per hundred pounds of Class I milk, these funds to be used in the promotion of milk sales. Funds collected in the Wilmington market are being set aside especially for that market.

This work will be under the supervision of a special committee consisting of two milk producers and two milk dealers who will work with the Dairy Council in developing plans and whose approval must be secured before the plans are made effective.

Any producer who wishes to obtain more information about the Dairy Council and its work and method of procedure is urged to get in touch with any member of the Wilmington Milk Marketing Committee.

The Committee, at its April meeting, also discussed the possibility of developing radio programs of interest to both producers and consumers.

Another activity now being conducted by the market committee is the auditing of the purchases and sales of milk of several of the Wilmington dealers. This audit is being made as a check on the classifications of milk. This is the second audit that has been made, the previous one showing only very minor differences from the original classification figures. The work is being done by a registered Certified Public Accountant.

The supply of milk in the market is approximately normal and the expected spring increase in production has been a little less than usual, due, perhaps, to lateness of pastures.

LANCASTER

The local supply of milk continues to be heavy and as a result several members have recently lost their former markets, which necessitated the Cooperative obtaining new outlets for their supplies. The manager emphasizes that this is a good time to weed out the unprofitable cows; doing so will reduce the total supply sufficiently to improve market conditions in general.

Although this is a busy season on the farm we must not lose sight of the need to produce quality milk. Every precaution should be taken to guard against grassy flavors and sediment troubles. Anyone having difficulty in these respects should get in touch with Market Manager C. E. Cowan.

The referendum on amendments to the federal order for the New York market was completed on April 15. Educational meetings were held previously to explain the proposed amendments. A report of the vote shows that a fraction over 98 percent of producers voting approved the amendments to the order which were signed by President Roosevelt and Secretary of Agriculture Wallace on April 25, to be effective May 1.

The amendments provide a minimum Class I price of \$2.45 per hundred pounds of 3.5 percent milk in the 200 mile zone, which is estimated to be about 25 cents higher than the price that would have prevailed otherwise.

The announced price of 3.5 percent milk for the New York market in March was \$1.92 per hundred pounds, f.o.b. the 201-210 milk zone, the price f.o.b. Lancaster being \$1.955. The \$1.92 price was based on the following percentages and class prices.

Classes	Percentages	Class Prices
I	44.15	\$2.82
II-A	17.41	1.90
II-B	1.50	1.828
III-A	9.81	1.428
III-B	4.69	1.534
III-C	5.11	1.134
III-D	10.50	1.109
IV-A	6.56	1.034
IV-B	.27	1.076

SOUTH JERSEY

Of special interest at this time is the reduction in the cream, or Class II, price from \$1.80 to \$1.35 per hundred pounds of 3.5 percent

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative.

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during March, 1940.

Farm Calls	1298
Non-Farm Calls	276
Butterfat Tests	2275
Plants Investigated (first half Mar.)	9
(second half Mar.)	37
Herd Samples Tested	346
Brom Thymol Tests	260
Microscopic Tests	23
Sediment Tests	84
Membership Solicitations	134
New Members Signed	40
Local Meetings	2
Attendance	165
District Meetings	9
Attendance	1366
Committee Meetings	12
Attendance	132
Other Meetings	16
Attendance	718

milk f.o.b. the farm. This, of course, will affect only those producers who have milk falling into that class.

As usual, during the heavy producing spring months a few producers are out of a regular market but when the spring flush subsides and the shore season opens it is expected there will be regular outlets for every producer.

Pennsylvania Ranks Ninth

Pennsylvania stands ninth among the states in total cash income derived from farm marketing in 1939, according to a preliminary estimate as announced by John H. Light, Secretary of Agriculture. The estimated income for the state was \$264,000,000.

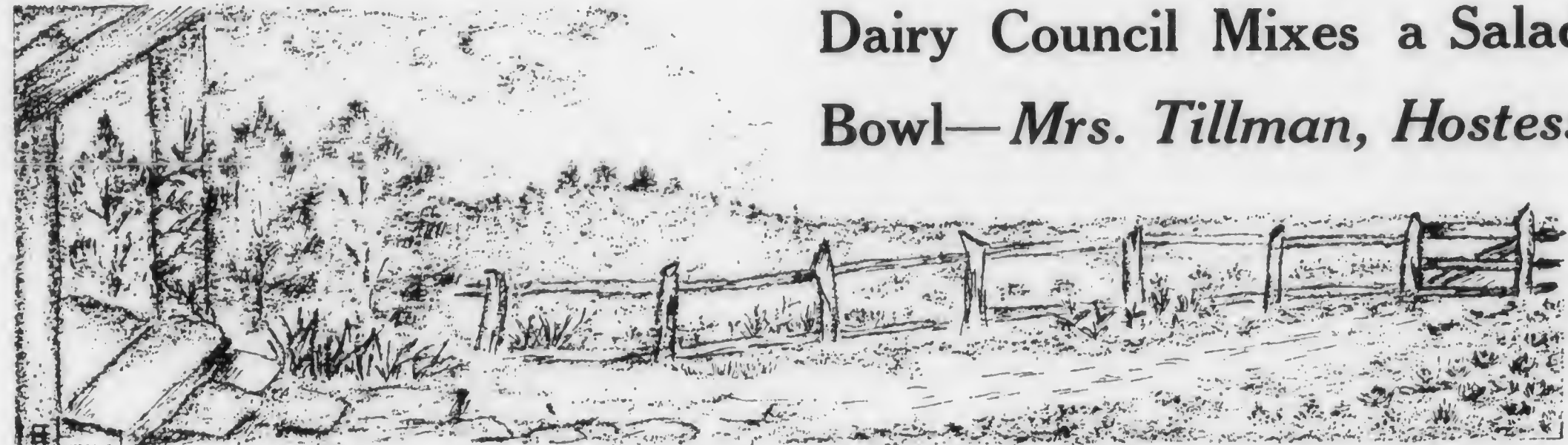
Pennsylvania was out-ranked by Iowa, which led with \$590,000,000 cash farm income, and California, Illinois, Texas, Minnesota, Ohio, New York and Wisconsin, in the order named.

The greatest help to overcome mistakes is to acknowledge them.



Lois Witmer of Lancaster, Pa., gets \$1.00 for picture of Jimmie and her pet Ayrshire Calves: Janie, Peanut and Daisy.

Spring Comes into the Kitchen!



Dairy Council Mixes a Salad Bowl—Mrs. Tillman, Hostess

By JEAN H. MACKEY

WHEN SPRING puts her mind to it she manages to bring us a few very perfect days. You know the kind I mean—when there's just enough sunshine and just enough breeze and just enough glow to make the crocuses think about shaking off the dry leaves. And people in offices, well, they sigh and stretch and think about last year's bathing suits. And all at once the streets come alive with bicycles and roller skates; children pour out of the houses. And mothers? They think about new curtains for the living room and a new recipe for salad!

One day, a week or two ago, Spring got to work in Philadelphia. She did her best that day and lived up to all the things poets say about her. She went visiting in the afternoon and blew in through the windows of the Dairy Council auditorium, where much to her surprise, she found a lot of women thinking about recipes! It was a very interesting meeting. Let me tell you about it.

The Association of Baptist Ministers' Wives was meeting in the Dairy Council auditorium that afternoon. Mr. C. I. Cohee, President of the Dairy Council, welcomed them back after a two years' absence. Among the interesting things which he told them was the fact that there were approximately thirty million people living on farms in this country and that most of them depend for all or some part of their income on milk and milk products. He mentioned in this connection a study on the social aspects of the milk business which has just been completed after three years' research work by the Society of Friends. (This should prove intensely interesting to farm families, by the way.)

One of the officers of the Association, Mrs. E. P. Matthews replied to Mr. Cohee's speech and made an exceptionally good point when she

said that a person in good health could do more for humanity in general than an ill person. "That is why", Mrs. Matthews went on, "we like to come to the Dairy Council for further education along health lines and to learn more about milk. Here we become inspired to go out and tell others; missionary work in education for health."

Mrs. Madalene Tillman, who was the Dairy Council hostess at this gathering made another good point when she said that the Dairy Council work was objective teaching for the most part—the visualization of the power of milk in the human health story. Mrs. Tillman introduced to the audience Miss Louise Everts of the Dramatic Department of the Dairy Council.

Miss Everts gave a highly entertaining and colorful monologue entitled "Lost and Found". To be appreciated, this gem must really be actually heard and seen for it tells a vital story in a most amusing way. Seated at a desk, surrounded by telephones, Miss Everts played the "girl at the Lost and Found desk". She was beset by such dire losses as a set of false teeth, a Latin "pony", a husband, a complexion, a hat, a disposition, and one young lady had even lost "her sleep". For each of these accidents from lost glamor to a lost pretzel stand, Miss Everts had a happy, helpful solution until she was called by a man who had lost his sense of humor. Then she tallied by losing her mind! Very cleverly she suggested to the lady with the lost complexion that milk and a balanced diet are a complexion's best insurance. To the boy who had lost his place on the football team, she replied that perhaps he had better keep the training rules next time. Miss Everts' very appreciative audience realized, as they laughed, that they were listening to a very true and powerful story.

Next on the program was a demonstration of foods for spring

diets, given by Miss Mary Malley of the Nutrition Department of the Dairy Council. A lovely looking and marvelous-tasting array of Spring dishes were mixed before the eyes of an entranced audience—growing a little hungry! The salad looked so utterly delicious that everyone sighed audibly with satisfaction when they were told they would get some later. Several of the dishes Miss Malley cooked and described are listed here below, just in case your family has a touch of Spring fever and needs a tonic. Each one of them is really delicious. Each one requires milk in its ingredients.

During her demonstration Miss Malley paused to talk for a few minutes on the place of milk in the menu. Her audience was really interested and evinced it by asking several good questions. After she was through, the group separated at small tables and settled down to a talk fest and some delicious food. Everyone agreed that a Dairy Council spring salad bowl, topped with sour cream dressing, was the answer to, "What shall we have tomorrow night for supper?" And after all, that's the number one question in several million American homes every day!

Spring Casserole

8 new small potatoes 1 c. fresh peas
8 baby carrots 1/2 lb. cheese
1 cauliflower—broken 2 c. medium white
into flowerettes sauce
Parsley

Cook vegetables, drain and place in baking dish. Melt cheese in white sauce. Pour cheese sauce over the vegetables and bake in moderate oven (350°). Garnish with parsley.

Sour Cream Dressing

1 tsp. salt 1 tbsp. lemon juice
1 tsp. sugar 1 tbsp. vinegar
1/8 tsp. cayenne 1 c. sour cream
Mix ingredients together. Serve very cold.

Salad Bowl

Lettuce Spinach Tomatoes
Romaine Parsley Cucumbers
Watercress Radishes Small scallions

Have all ingredients for salad bowl cold and crisp. Slice lettuce, romaine, spinach, crisp. (Please turn to page 13)

Mrs. Wilbur Potts — Community Builder

By ELIZABETH G. LEAMING, New Jersey Home Demonstration Agent

RESIDENTS of Kingston, New Jersey, recognize Mrs. Wilbur Potts as one of the ablest of homemakers and leaders of young people's groups. And after at least 14 years of successful community activity in church work and Extension Service 4-H Clubs, it's high time the rest of the world knew Mrs. Potts, too.

With a sincere desire to be of service to her community, Mrs. Potts started out as a 4-H Club leader with a club of eight girls in 1926. To date, she has had more than 110 boys and girls in her clubs and has guided 4-H activities in homemaking—cooking, sewing and canning, mainly—as well as in first aid, good grooming and gardening.

Loves Her Work

One might think that after a decade of working with boys and girls, Mrs. Potts would be ready to rest on her laurels and let somebody else pick up her good work. But—"Give up my work with these young people!" she exclaims. "I should say not. I love it."

"It gives me a lot of satisfaction to know that I may be helping someone else—but lands, I didn't know I'd done so much!" she said as we interviewed her in her attractive little home in Kingston one morning this spring. The way the spick and span and cheerful home with its flower garden out in front reflects the hospitable personality of the lady-of-the-house was striking.

At the present time, she has a garden club of 16 boys and girls who meet each second Thursday of every month and a girls' club which meets each Tuesday in her home, she explained.

Three Meetings a Week

Then, each Monday afternoon, her daughter, Dorothea, or "Jimmy" as the youngsters call her, leads her own club, a club of 15 members, which requires Mrs. Potts' aid now and then. So that's a good part of two afternoons every week, and a Sunday morning, too, that Mrs. Potts gives to these young people, in addition to the afternoon with the garden club each month.

All of the clubs have regular programs that they follow on yearly schedules. The girls' club this year has studied good grooming, nursing from a first aid standpoint, safety in the home, and "minding your manners." Next they will study



Members of the Busy Workers 4-H Club in Kingston, New Jersey, listen intently to Mrs. Wilbur Potts, veteran 4-H Club leader, during one of the regular meetings of the group in her home. Fourth from right is Miss Charlotte Embleton, Somerset Co. home demonstration agent.

their own rooms and the care they require daily and weekly. Then will come a canning project of fruit, vegetables, tomatoes, and pickles. Finally each year in August comes "Achievement Day", a day when all the clubs exhibit to their parents what they can do and have done. This is held in the Firemen's Hall and is quite an event for the whole town. It's a club regulation that all members who want to compete in the county-wide 4-H rally later must exhibit in the town's meeting first.

Organize Trips

The boys and girls of the garden club have studied both flowers and vegetables from the soil standpoint, learning about the right soil for the various plants and about soil testing, taking trips to greenhouses, doing things that few young people would do alone on their own hook. This year the study of insects is their main project. Together, with the money they have made as a club, they have bought a spray. They will catch various insects and keep them until they can find out what they are and how to control them.

Through Robert Windeler, the county 4-H club agent, and Charlotte Embleton, the county home demonstration agent, Mrs. Potts obtains the services of speakers who are authorities in their fields. They may be from the New Jersey College of Agriculture at Rutgers University or from whatever group whose subject fits the occasion, such as a nurse in the case of the first aid study.

A "4-H" Family

A little checking proves that most of the girls led by Mrs. Potts in the early years of her club leadership are now married, and many of them have their own families. One of

the "babies" is now in the younger girls' club, which bespeaks well of the mother's respect for the 4-H Club organization. Many of the older girls still come back to their former leader for more advice and help.

These young people gain far more than a mere training in technical skills through Mrs. Potts' leadership. They gain friendship and a way of pleasant living. They have many social affairs and run their own clubs with their own officers, have their own by-laws, follow correct parliamentary procedure, and always bear in mind their club pledge:

"My Head to clearer thinking;
My Heart to greater loyalty;
My Hands to larger service; and
My Health to better living, for
My Club, my Community, and
my Country."

But the secret of much of their work depends on the good leadership they have been privileged to have.

A Way With Young People

Mrs. Potts has a way with young people, that cannot be disputed. Perhaps it's partly due to her own happy living and her experiences with her own family, for she is the mother of four children, two grown, married and maintaining their own homes, and two attractive girls who still live with their parents. Both of the younger two, Evelyn and Dorothea, have been active in 4-H work and Evelyn was selected one year as one of New Jersey's four delegates to the National 4-H Encampment in Washington, D. C. Mrs. Potts is proud of her own family and of her adopted 4-H family.

When asked the secret of success with young people, she offers the following advice: "Keep up with the young people, be a game sport, and go along with them."

June Will Be Dairy Month

Across the nation America will salute the Dairy Industry and its products in June! This word comes from the DAIRY MONTH Committee along with the announcement that the campaign is to be the most far-reaching, spirited and colorful of all times. Complete details of the event are to be released within the next few weeks.

Headed by Charles W. Holman, secretary of the National Cooperative Milk Producers, and Milton Hult, president of the National Dairy Council, the Committee composed of representatives from all branches of the industry, is shaping the program to stimulate the consumption of dairy products at a time when it is expected milk production will be the highest on record. The following organizations are sponsoring the drive: American Butter Institute, Dairy Industries Supply Assn., Ice Cream Merchandising Institute, International Assn. of Ice Cream Mfrs., International Assn. of Milk Dealers, Milk Industry Foundation, National Assn. of Local Creameries, National Cheese Institute, National Cooperative Milk Producers' Federation, National Dairy Council.

Local committees from all the branches of the Dairy Industry will organize to direct activity and give momentum to the campaign in every area. Food, drug and variety stores, both chain and independent, restaurants, railroads, bus and airplane lines have signified their willingness to take part in this aggressive movement to spotlight dairy products and step up consumption during June.

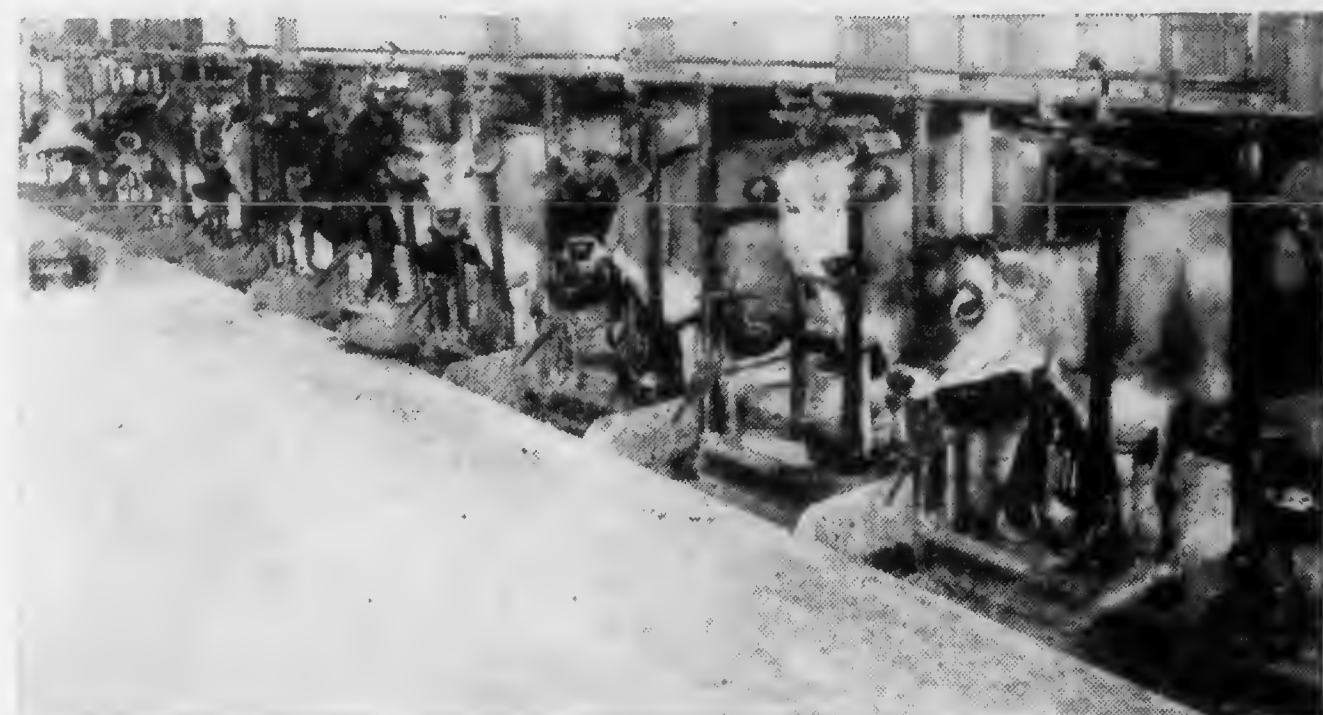
The DAIRY MONTH Committee has designated the National Dairy Council as headquarters for the preparation and distribution of the official DAIRY MONTH advertising campaign material. A wide assortment of colorful displays and advertising material on all dairy products for use at restaurants, fountains and food stores, will be available and ready for distribution through the Council early in May. Everything is being timed to get the nation-wide campaign launched on all fronts—June 1—the opening day of the drive.

"Do golf players ever tell the truth?"

"Yes, I heard one golfer call another a liar."

Butter as a food and for sacrificial purposes is mentioned in the Hindu Vedas, written between 1400 B.C. and 2000 B.C. The Hindus valued their cows according to their yield of butter fat.

FINDS GULF LIVESTOCK SPRAY LONG-LASTING REPELLENT



MR. GEO. W. CASH, of the Fort Hill Farm, Gorham, Maine, has a helpful comment to offer fellow-herdsmen. "Gulf Livestock Spray," he writes, "is a long-lasting repellent, and keeps the dairy and cow-barn free of flies while milking. It also insures an even milk-flow from my herd of Jerseys, by keeping them fly-free and comfortable."



IMPARTS NO ODOR OR TASTE TO MILK. "Many dairymen are dead against stock sprays because they taint milk," says Homer K. Schwindler, of Kalon Farms, Crawfordsville, Ind. "I'd like to tell them that there's one stock spray that doesn't do this—and its name is Gulf Livestock Spray." Picture shows First Prize Holstein "Princess Walker Matador."



GULF LIVESTOCK SPRAY:

- kills flies, lice, and ticks
- repels stable and horn flies
- won't impart odor or taste to milk
- quiets cows at milking time—also in pasture
- won't blister, or cause cattle's hair to fall out. It improves the bloom of the animals' coats.
- is economical to use



CONTENTED CATTLE "By spraying my herd of Jerseys both morning and night with Gulf Livestock Spray, I keep them perfectly contented. Its proven purity and non-blistering qualities make it the most desirable spray I ever used." (Signed) Robinson Nelson, Richmond, Va.

SATISFACTION GUARANTEED OR YOUR MONEY BACK

FREE! Farm and Ranch Bulletin, Second Edition, of the Gulf Research and Development Co.: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs, and Poultry." Write Gulf Oil Corp., Gulf Refining Co., Petroleum Specialties Div., Pittsburgh, Pa.



GULF LIVESTOCK SPRAY

For sale by many leading feed stores, milk companies, and Gulf stations

Out of 11 kinds of milk listed by the Department of Agriculture, reindeer milk is richest. It has 22% butter fat.

Oleo Manufacturers Cited For Misleading Advertising

WE DETEST a false front. It seems like intent to deceive. Millions of other Americans have similar feelings.

Perhaps no American industry is more subject to that dislike than the manufacturers of oleomargarine. They try at every turn to bask in the glory of butter, the greatest of all food fats.

First, they imitate it as to color, putting out beautiful advertisements for their solidified oils colored in imitation of June butter—never for a moment showing it as it really is, white as the whitest soap. If this product were half as good as

its boosters try to make it out in their advertisements, why do they not select some other color which would be all their own for their special fats and oils, purple for instance, or beige or suntan—women's clothes would furnish a wide choice. Then oleo would not have butter and its yellow color for a competitor—it would travel or stall on its own power.

Now comes another kind of false front. One oleo advertiser stated that they made their oleo with milk. The fact seems to be that they churned their oils in skim milk in order to get that "dairy" flavor; and in doing so their oleo picked up just enough milk solids to get into your eye, and they bragged about that, too.

On these counts this manufacturer got into a jam with the Federal Trade Commission and was put in his place with a "cease and desist" order, or in other words, told to behave and stick to the truth hereafter.

Another favorite move of the oleo people is to go to politicians, women's clubs and cotton farmers with a long tale of woe about taxes and laws that discriminate against "wholesome" food. But the whole story is never told by them. They never tell the real reasons for these laws and taxes—which are that too often, when left to themselves, they made oleo look like butter and then sold it when butter was asked for by the consumer. By the way, the federal tax is 1/4 cent a pound for uncolored (natural or white) oleo—10 cents a pound when colored in imitation of butter (yellow).

Misleading Propaganda

Then too these oleo people bemoan the way these laws and taxes take away the market for cottonseed oil, actually equivalent to about 5 cents to the farmer out of every dollar's worth of oil as valued at the mill—but they do not tell about that. They completely forget to mention the market for cottonseed meal used as a dairy feed in the production of butter and that this brings the cotton farmer many times more than his oleo market for oil. They do not tell that there is about three-fourths as much cottonseed oil imported as is made into oleo. They do not give any assurance that if the oleo markets were expanded the cotton farmer would get any of it, or that the additional oleo would not be made of coconut oil or other imported oils.

MILK PRODUCERS REVIEW

As far as southern farmers in general are concerned, the total income per farm from cottonseed oil used for oleo averaged \$1.53 per year. But during the same period the average income per farm from milk and milk products in these southern states was \$150.60 per year. These southern farmers would do well to "butter" their bread, rather than to "oleo" it.

Lincoln said "... but you can't fool all of the people all of the time". We wonder why the oleo interests don't stop trying to do so. They probably would gain more friends if they were more forthright.

Plans Being Developed For 4-H Demonstration

All 4-H Dairy Club members between the ages of 15 and 21, who have had or will have had a year's work in the club by the end of the summer, are eligible as members of a quality milk demonstration team, according to rules governing contestants in the demonstration contest at the National Dairy Show as related by I. E. Parkin, Dairy Extension Specialist at Pennsylvania State College.

Each team consists of two members. This team will write a demonstration that will be practical and that can be used to demonstrate approved dairy practices. The demonstration is usually presented with one individual talking while the other demonstrates.

In counties where more than one team originates, a county elimination contest is held. The winners from each county may then compete for State honors during the 4-H club week program held at State College in August. The State winner, with all expenses paid, will then be able to compete at the National Dairy Show held at Harrisburg, in October, for National honors.

As in the past few years, the Inter-State Milk Producers Cooperative, of Philadelphia; the Dairymen's League, of New York; and the Pittsburgh District Dairy Council, of Pittsburgh, have again sponsored this work.

Your county agricultural agent, the state extension dairy specialists, and the state 4-H club leaders, as well as many private sources, will assist in supplying information and help in writing and perfecting your demonstration.

Damage from Japanese beetles can be reduced by careful crop planning. As an example, corn planted so that it will silk after the first week in August suffers very little beetle damage.

A Good Pasture Harvest Requires Planning

These two pictures tell a story of good pastures. They were taken during 1939 on the farm of Boyd McCoy and H. Wallace Cook in New Castle county, Delaware. The upper picture shows a pasture divided with an electric fence, with cows knee deep in grass in the



foreground and a mower clipping the grass in the next plot for hay purposes. As the season progressed both plots were used alternately for pasture.

The lower picture shows a herd resting after a quick fill-up and going through the necessary process of chewing their cuds. The time necessary for a cow to obtain a "fill" has a direct relation to her production, assuming of course that



the cow is normally a good producer. Furthermore, with pastures of this kind the cow harvests her own feed, thus reducing to a minimum the labor of harvesting and handling feed.

Proper fertilization and wise choice of pasture crops are two of the most important factors in pasture success.

Hints On Whitewashing

The best results with whitewash are obtained when the work is done in clear, dry weather. The surface to be treated should be cleaned of all dirt, scales, or other loose material by brushing well with a clean, stiff brush, or by first scraping and then brushing. The final results and the increased life of the new coating will more than compensate for the time and care required to be sure that the surface is in good condition.

Special care should be taken to remove all loose material from surfaces that have been previously whitewashed, since if the old whitewash is scaly, there will be no solid surface to which the new coating can adhere. Before applying the fresh coat, the surface should be dampened so that the fresh wash will dry gradually. If whitewash is applied to a bone dry surface, it will usually chalk off and rub off rather easily.

A simple, satisfactory formula may be made as follows: Dissolve 15 lbs. of common salt in 7 1/2 gallons of water. To this solution add 50 lbs. (1 sack) of hydrated lime. Mix thoroughly until a thick paste is formed and strain through a fine screen before using. Thin to desired consistency with fresh water.

—Hoard's Dairyman

Spring Enters the Kitchen

(Continued from page 9)

radishes, scallions, tomatoes and cucumbers, very thin and fine. Have salad bowl chilled—use wooden bowl rubbed with garlic. Place all ingredients in bowl, with watercress and parsley cut in small pieces. Just before serving, toss up with sour cream dressing and serve from bowl. Do not mix salad with dressing too soon before serving.

Lead Strawberry and Rhubarb Whip

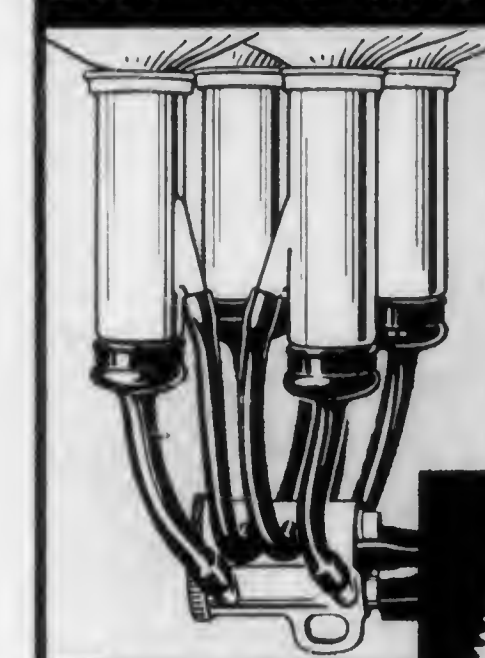
2 cups strawberries
2 cups rhubarb, red if possible, cut small
1 1/2 c. sugar
2 tbsp. instant tapioca

Cook above ingredients in top of double boiler, very quickly, until berries and rhubarb are just soft. Remove from pan. Chill thoroughly. Serve in clear glass standards, topped with whipped cream.

And so the story of milk is told again—Spring version—1940.

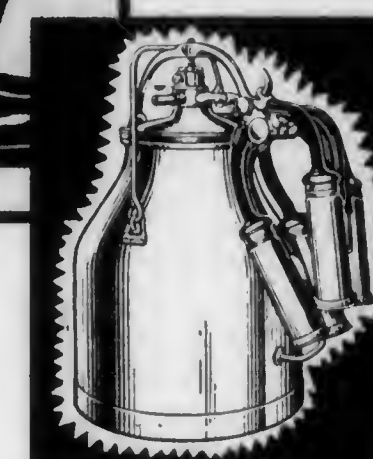
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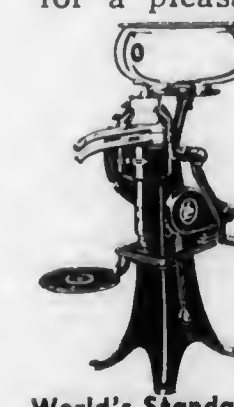


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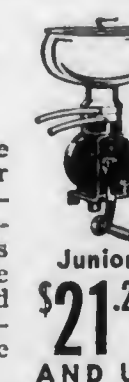
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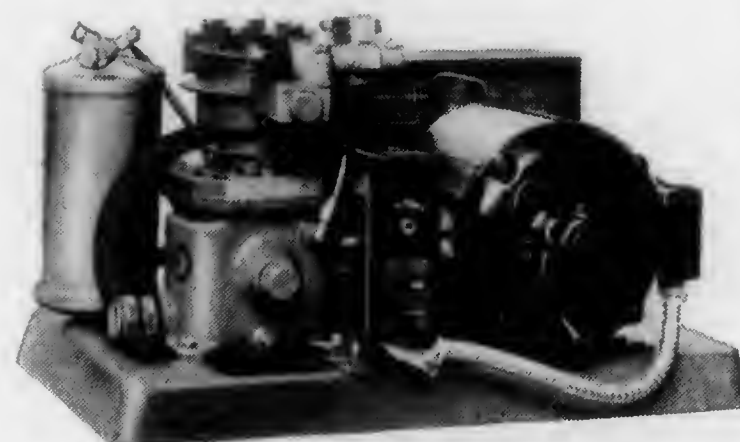
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State..... RFD..... No. Cows....

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Production Up Slightly— Feed Costs Rise, Consumption Holds Own

MILK PRODUCTION for the country as a whole showed an increase of about 2 percent over March of 1939, according to a report of the Agricultural Marketing Service. This increase was general except in the South where backward pastures caused a decrease. The national increase is attributed about equally to more cows and a higher production per cow.

Daily deliveries in the Philadelphia milk shed during March, 1940,

(the latest available figures) averaged 240 pounds per day per farm, based on a substantial part of the market. This was 7 pounds or 3 percent greater than in March, 1939, and 3 pounds or 1.29 percent greater than in February of this year. A year ago there was a 6.39 percent increase from February to March. It is probable that the late season has tended to hold down production in this milk shed, especially in the southern part of it where some feed is normally obtained from pasture during March.

Pasture conditions are below normal, according to a United States Department of Agriculture report, which states that in those sections normally at pasture on April 1, the condition is 71 percent of normal as compared with 75 percent a year ago. Pastures are reported as off to a late start in all sections east of the Rocky Mountains, being 10 days to 2 weeks late in this milk shed.

Cream supplies appear to be fully adequate for the local trade with prices ranging from \$12.25 to \$12.50 per 40-quart can of 40 percent cream. This is equivalent to a Class II price for 4 percent milk of about \$1.50 per hundred pounds without considering the cost of separation or the value of the skim-milk. The April Class II price, f.o.b. Philadelphia, is \$1.59 as established by the Pennsylvania Milk Control Commission.

Although this price seems unwarrantedly low, cream was selling a year ago at prices ranging from \$10.00 to \$12.00 per can, that meeting Pennsylvania approval only averaging about \$10.35, and that with the additional approval of Lower Merion Township, commanding an average of \$11.65. These prices are equivalent to \$1.25 and \$1.41, respectively, per hundred pounds with no cost of handling or by-product value included. The Class II price in April, 1939, was \$1.36, f.o.b. Philadelphia.

Butter prices, although showing a seasonal decline during April, are substantially higher than a year ago. This year's April average of 27.90 cents per pound of 92-score butter at New York is 4.79 cents higher than a year ago. A strengthening factor in the butter situation is the small storage supply, there being less than 4 million pounds in storage in the 10 leading markets on April 29, as compared with 64 million pounds one year earlier. During

the last two weeks of April there was very little change in the amount of butter in storage, indicating that during this period consumption was apparently keeping pace with production, also that the production season is delayed this year.

Dry skimmilk prices ranged from 4 to 7 cents per pound in Philadelphia during the week ending April 20, according to the Federal market news report. The higher priced product is destined for human consumption while the cheaper powder, packed in bags, is used for livestock feeding. Storage stocks of dry skimmilk on April 1, 1940, were 28 million pounds as compared with 30 million pounds one year earlier. Supplies of dry buttermilk on hand on the same date were 2.9 million pounds as compared with 5.5 million pounds on April 1, 1939. The supply of dry whole milk on hand on April 1 was 3.1 million pounds, about one-half million pounds more than a year ago.

Butter production for the country in March, 1940, is estimated by the Agricultural Marketing Service at 136.6 million pounds, a drop of 2.5 million pounds or 2 percent from March, 1939. This, however, is an increase of 9 percent over the amount produced in the 29 days of February, and is 10 percent higher than the 10-year March average.

American cheese production in March reached an estimated 39.5 million pounds, a 13 percent increase over March, 1939, and a 32 percent increase over the 10-year March average. The three-month total is 12 percent above production for the same months of 1939.

Fluid milk sales continue to show an increase, according to the report issued by the Milk Industry Foundation, which states that 136 markets increased their sales by 0.81 percent over March, 1939. The same milk companies report a payroll increase of 1.26 percent and an employment decrease of 1.11 percent. This incites a wage increase of about 2.39 percent per worker.

Feed prices in the Philadelphia milk shed continue to increase and are considerably higher than a year ago. Mid-April quotations show that prices of the more common feeds, except linseed meal and brewer's grains, are from 1 to 3 percent higher than a month earlier. Comparisons with April, 1939, show that feed prices, with the exception

of linseed meal which showed a 16 percent price drop, range from 10 to 32 percent higher. A complete tabulation of feed prices with comparisons appears on page 6.

Evaporated milk production of 203 million pounds in March set a new record for the month. This was 11 percent higher than in March, 1939, and 36 percent above the 5-year (1934-38) March average. Production for the first three months of 1940 was 532 million pounds, a 17 percent gain over a year ago and 39 percent over the 5-year average. Stocks of evaporated milk in manufacturers' hands were 173 million pounds on April 1, 58 percent higher than a year earlier.

Prices paid producers by evaporators averaged \$1.36 per hundred-weight of 3.5 percent milk in March, a decrease of 9 cents from February but 25 cents higher than in March, 1939. The average wholesale price per case of 48-cans (14 1/2-ounce) was \$2.90 in March, 1 cent less than February and 22 cents higher than a year ago.

APRIL, 1940, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	28 1/2-29	28 1/2	28
2	28 1/2-29	28 1/2	28
3	28 1/2-29	28 1/2	27 3/4
4	28 1/2-29	28 1/2	27 3/4
5	28 1/2-28 3/4	28 1/2	27 3/4
6	28 1/2-28 3/4	28 1/2	27 3/4
7	28 1/2-28 3/4	28 1/2	27 3/4
8	28 1/2-28 3/4	28 1/2	27 3/4
9	28 1/2-28 3/4	28 1/2	27 3/4
10	28 1/2-28 3/4	27 3/4	27 3/4
11	27 3/4-28 1/4	27 3/4	27 3/4
12	27 3/4-28 1/4	27 3/4	27 3/4
13	27 3/4-28 1/4	27 3/4	27
14	27 3/4-28 1/4	27 3/4	27
15	27 3/4-28 1/4	27 3/4	27
16	28 1/4-28 1/2	27 3/4	27
17	28 1/4-28 1/2	27 3/4	27
18	28 1/4-28 1/2	27 3/4	27
19	28 1/4-28 1/2	28	27
20	28 1/4-28 1/2	27 1/2	26 1/2
21	27 1/2-28	27 1/4	26 1/2
22	27 1/2-28	27 1/4	26 1/2
23	27 1/2-28	27 1/4	26 1/2
24	28 1/4-28 1/2	27 1/2	26 1/2
25	28 1/4-28 1/2	28	26 1/2
26	27 3/4-28 1/4	27 3/4	26 1/2
27	27 3/4-28 1/4	27 3/4	26 1/2
28	28 1/4-28 1/2	27 1/2	26 1/2
29	28 1/4-28 1/2	27 1/2	26 1/2
30	28 1/4-28 1/2	27 1/2	26 1/2
Average	28.29	27.90	27.10
Mar. '40	28.87	28.62	28.03
Apr. '39	23.49	23.11	21.91

College Dairy Show

Pennsylvania State College is holding its annual dairy exposition on Saturday, May 11. Features of the event include a milking contest for co-eds, a dairy cattle fitting and showing contest, a dairy products judging contest and a clean milk production contest. The Inter-State Milk Producers' Cooperative is awarding a medal to the winner of the latter event.

Bookkeeper—"I'll have to have a raise, sir. There are three other companies after me."

Boss—"Is that so? What companies?"

"Light, 'phone and water."

When a husband behaves like a mule, he can expect his wife to become a nag.



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The Second Generation

(Continued from page 2)

organizations that a cooperative need not cease to function successfully with the passing of its first generation of members. We know that many of our strongest and most efficient associations are those which have existed for several decades or more. But we also know that the older associations are peculiarly susceptible to certain cooperative ailments that come with the passing of time, and that to survive they must solve what may be called their "second generation problems."

In the United States today, about one-third of the 10,700 farmers' cooperatives were organized before 1915 and now have 25 or more years experience back of them. Close to another third have had between 15 and 25 years of operating experience. These cooperatives are operating now under an entirely different set of circumstances from those which existed when they were organized.

Watch future issues of the REVIEW for a continuation of this discussion on "second generation members."

The steam that blows the whistle never hauls the train.



Meeting Calendar

May 21—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.

May 23—Wilmington Inter-State Milk Marketing Committee—Newark, Del.

May 28—Altoona-Huntingdon Inter-State Milk Marketing Committee—County Agent's Office, Hollidaysburg, Pa.

May 29—Trenton Inter-State Milk Marketing Committee—19 W. State Street, Trenton, N. J.

July 8-12—American Institute of Cooperation—East Lansing, Michigan.

August 19-21—1940 Pennsylvania Country Life Conference—Newton Hamilton, Pa.

October 12-19—National Dairy Show—Harrisburg, Pa.

December 9-12—American Farm Bureau Federation, annual meeting, Baltimore, Md.

People are like automobiles, the noisier they are the less confidence you have in them.

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Pennsylvania Herds Are Steadily Improving

PENNSYLVANIA dairymen operated 102 dairy herd improvement associations in 1939, obtaining production records on 55,262 cows. These associations were active in 55 of the state's 65 counties, Bradford county leading with 6 within its borders.

That the standard of production in our dairy herds is improving is attested by the records of these associations, 97 of the 102 showing an average production of more than 300 pounds of butterfat per cow, and of these, 36 exceeded 350 pounds, according to a report recently issued by I. O. Sidemann of Pennsylvania State College. As recently as twenty years ago only a small proportion of these associations were able to reach the 300-pound goal.

In his report Mr. Sidemann calls attention to the first association in the state, which started operations in Chester county in 1910. The average production of all the cows in the association that year ending in 1911, was 234.5 pounds of butterfat. In 1921 the average production of all cows tested had increased to 266.4 pounds, and in 1931 to 312.8 pounds. The 1939 average was 334.6 pounds.

The highest average butterfat production in the entire state was obtained in the Venango County association, with 9,932 pounds of milk, containing 409.8 pounds of butterfat per cow. The highest producing herd in the state was owned by L. A. Zimmerman of Carbon county, whose registered Holsteins averaged 16,795 pounds of milk, containing 608.5 pounds of butterfat. Twenty-four herds averaged more than 470 pounds of butterfat per cow, while 1,553 exceeded 300 pounds. This is approximately two-thirds of all herds on which the records were kept.

The same report states that 10,400 cows were removed from association herds during the year. Of these, 3,203 were removed because of low production, 1,221 because of udder trouble, 672 because of sterility, 1,255 because of abortion, 238 because of old age, 186 because of accident, 108 because of tuberculosis, 472 for other reasons and 478 died. There were 2567 sold to other farmers for dairy purposes.

Johnson was a cattle rancher with tact. He'd been losing a lot of cattle, but he didn't want to accuse anybody of rustling. Wandering over to the next place one afternoon, he said: "Joe, I wish you'd quit leaven' your hot brandin' irons around where my cows can lay down on 'em."



Top—Part of the prize herd at the 1939 Dairy World of Tomorrow. Below—Two calves born at last year's Fair. All calves are being raised on Beacon Calf Pellets and Beacon Calf Grain.



BEACON Dairy Rations

When you buy products advertised on these pages tell the merchant that you saw the advertisement in the Milk Producers' Review

AGAIN, Beacon Dairy Rations are being used to feed the purebred dairy cows at the Dairy World of Tomorrow, 1940 New York World's Fair. Prize specimens of the five dairy breeds comprise this Borden herd.

There were 137 cows of the 1939 World's Fair Herd present during the entire Fair. These cows averaged 42 pounds of milk daily—testing 4.01% butterfat—making an average of 305 pounds of butterfat for the six months. This outstanding record was one of the principal reasons for Beacon Dairy Rations being used again this year.

It is interesting to note that this high production was made in spite of extremely hot weather and exhibition conditions. Even under these handicaps, the condition of the cows was very satisfactory and a creditable health record was maintained for the duration of the Fair.

For the past 21 years, Beacon has devoted its experience and research toward making high-producing dairy feeds. Beacon Dairy Rations are formulated of the finest ingredients obtainable. They are *precision* feeds throughout—made to meet the specific needs of Northeastern herds. Give your cows the benefits of this proved feeding method now. Find out for yourself how Beacon Dairy Rations can help you get *increased production* during the entire lactation period. See your local Beacon Dealer for helpful information today.

We hope you can visit the New York World's Fair and see the Dairy World of Tomorrow. Be sure to follow the accomplishments of this famous herd.

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Milk Producer

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXI

Philadelphia, Pennsylvania, June, 1940

No. 2



We Men Are Making Hay

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Strike Action Postponed

PEACE STILL prevails in the Philadelphia milk market, although as we go to press such peace exists only because of the union's decision to continue direct negotiations. The industry had been disturbed throughout most of May with a threatened strike against several of the dairy companies, but on the evening of May 27 the union, by a vote of its members, decided against calling an immediate strike.

Negotiations Requested

On May 6 a news item in the Philadelphia Inquirer brought to the attention of the public the fact that a strike of milk wagon drivers was being considered by rival labor groups. A spokesman for Local 463 of the A.F.L. Bakery and Milk Wagon Drivers Union announced that the four largest milk companies of the city, and 10 or 12 smaller ones, had been asked to open negotiations with the union and that ultimatums would be sent to those companies which did not respond to this request by May 9.

The A.F.L. union is reported as demanding recognition, contracts and wage and commission increases from each of these companies.

In answer to this announcement, the Federation of Dairy Workers, which consists of a group of independent local unions, stated that if the A.F.L. group should call a strike to enforce its demands for contracts with these dealers the independent union "will call a counter-strike to prevent any milk deliveries at all, in order to arouse public opinion."

The newspapers of May 10 reported that replies to the demand by the union requesting these companies to open negotiations "had been uniformly unsatisfactory."

Strike Date Discussed

Included in this report was an inference that unless contracts were signed by May 27 a strike would be called against the dairy companies which refused to sign.

It is reported that the A.F.L. union claims that a majority of the drivers for these companies are members of that union, while in a contradictory claim made by an officer of the Federation of Dairy Workers, it is alleged that the membership in the local unions out-numbers the membership in the A.F.L. by nearly two to one.

During this period more than 30 percent of the employees of one of the larger dairy companies petitioned the Pennsylvania State Labor Relations Board for a vote of all

employees to determine which group had a majority. The A.F.L. union raised the contention on this point that because this company is engaged in interstate business, the right to conduct an employee election would be outside the jurisdiction of the State Labor Relations Board.

In addition, a labor dispute involving employees of another of the large dealers is involved in a court case in which the jurisdiction of the State Labor Relations Board is being questioned.

At the meeting on the evening of May 27, at which the union decided to postpone strike action, we understand that authority was given its executive committee to call the strike whenever the committee deems it "propitious" but it is not to delay more than 30 days. An official of the union, at this meeting, is reported to have criticized the State Labor Relations Board and to have declared that the postponement was decided upon, not because of respect for the Board, but out of respect for the laws of the State.

Counter-Strike Threatened

A meeting of members of the Federation of Dairy Workers was held in another hall at the same time as the A.F.L. group met and it is reported that the Federation was prepared to counter any strike move by the A.F.L. group with a strike call of their own.

The situation seems to be that the A.F.L. has membership in each of the four larger companies, while in three of those firms units of the local Federation of Dairy Workers are also represented. It is believed also that there are varying proportions of men in each company that belong to no union. The main dispute appears to be what union, if any, shall have the right, through having a majority of employees, to enter into a labor contract with each company.

Some Firms Unionized

Among the smaller companies, several have signed contracts with the A.F.L. union. Others are believed to have entered into no union contracts. The A.F.L. group is endeavoring to bring the employees of these companies into their organization and to enter into contracts with these firms.

It is generally reported that many consumers, learning of the imminence of the strike, had laid in an extra supply of milk. Stores, especially, had put in extra supplies and a few dairies moved their Tuesday

morning delivery up to late on Monday in anticipation of the possibility of a complete tie-up.

Court Rejects Appeal From Control Order

Several months ago an appeal against certain orders of the Pennsylvania Milk Control Commission was taken by the Rieck-McJunkin Dairy Company of Pittsburgh. This appeal was made on the grounds that the Milk Control law does not empower the Commission to fix the wholesale price of milk used in the manufacture of certain dairy products.

This appeal has been dismissed by the Court of Common Pleas of Dauphin County, the Court stating that, "The Commission obtained the facts and applied the intention of the legislature to them." This statement was in answer to the question raised "... is the discretion vested in the Commission to fix prices to be paid for milk used solely in manufacturing an unlawful delegation of legislative power?"

Another question was raised as follows "... does the failure to provide that the Commission shall or may fix resale prices for such manufactured milk products result in an unlawful or illusory and futile delegation of legislative power to the Commission?" In answer to this the Court stated, "... there is not an unlawful delegation of legislative power and the failure of the legislature to provide specifically that the Commission shall or may fix resale prices for manufactured milk products does not result in an unlawful or 'illusory' and 'futile' delegation of legislative power to the Commission."

Culver Again Heads World's Fair Exhibit Staff

The dairy herd at the Borden exhibit at the New York World's Fair, known as "The Dairy World of Tomorrow", will again be under the direction of Vere S. Culver, head herdsman. He is being assisted by a staff of nine men.

Under the care of Mr. Culver and his staff, last year the 137 cows in this special Borden herd averaged 305 pounds of butterfat during the six months' exhibition. It is planned to manage the herd in practically the same manner as was done a year ago.

Life's great opportunities often open on the road of daily duties.

Decoration Day—

in this sad year of Our Lord 1940, is so filled with the miseries of the dying that most of us have had little opportunity for memories of the dead. A mad gangster with millions of death dealers at his command is shooting, bombing, burning his way across Europe, while a horrified world looks on aghast, wondering who will next be picked for slaughter. And one country after another learns too late that it has within its borders a surplus of Quislings and traitors and a scarcity of planes and tanks.

I sometimes wonder what the animals, if they could think, might think of the mess we of the world of men, who hold ourselves so superior to them, have gotten ourselves into. In an era of plenty we allow ourselves to starve; in a world of wealth we have unspeakable poverty; in a world of scientific enlightenment we use science to destroy. Surely it's a bad season for a man to attempt to explain to his dog why the dog is the inferior creature of the two.

To my mind these leaders and their followers are the fools gone insane in an era in which none of us has been too very sensible. We men all over the earth have been going full speed these last years with our new gadgets, but with no governors on the engines, and now we're headed

toward the rocks. Our inventive appetite has so run away from our social and spiritual ability to digest that we have a world-wide case of economic cramps. We've been so enthralled with knowledge that we've clean forgotten about wisdom; so busy with living that we've completely lost sight of the way of life; so taken with our own glory that we've forgotten all about the glory of God. And so, with all the added smartness we've been given over the rest of the animals, the most we of the human race have done with it is to have made such spectacles of ourselves that I, for one, am half ashamed just now to look an honest horse in the face.

I used to know an old colored preacher who said that man could get along without a lot of things, but two he must have—one was the love of the Lord—the other was the fear of the devil.

These days we seem a little short on both.

O. H. Hoffman

Dairy Month in Full Swing

NATIONAL, state and local committees have been established for carrying out plans for an effective Dairy Month selling campaign during June. Chairman of the national committee is Charles W. Holman, Washington, D. C., and serving with him are men nationally known in the fluid milk and manufactured dairy products industries, the ice cream industry, retail and wholesale store and dairy equipment manufacturing groups.

In commenting on the campaign, Mr. Holman says, "Cooperating in this drive we will have producer committees and producer cooperatives all over the nation working with distributors, food stores, drug stores, variety stores, restaurants, hotels and railway dining car services. The June push will probably enlist more distributing agencies than at any time before."

Among the other committees assisting the general committee is that on "Co-ordination of Industry Activities," among the membership of which is included B. H. Welty, President of Inter-State and A. H. Lauterbach of Chicago, former general manager of Inter-State, who is chairman of the committee. Other committees include a program committee, committee on publicity and a special committee to prepare

promotion material which is being handled largely through the National Dairy Council.

Chairman of the Pennsylvania state committee is Howard B. Steele, secretary of the Dairymen's Co-operative Sales Association of Pittsburgh. Other producer representatives on this committee are H. W. Wickersham of Inter-State and Herbert Seeley of the Dairymen's League. In addition, the milk dealers' association, the ice cream manufacturers and the Dairy Councils of Philadelphia and Pittsburgh are represented.

In Maryland, Dr. R. W. Sherman-tine of Baltimore, secretary of the Maryland Cooperative Milk Producers, is chairman. The Delaware chairman is J. Leslie Ford of Newark, while Wm. Lauderdale, Lambertville, is chairman of the New Jersey committee.

The entire purpose of the Dairy Month program is to stimulate the consumption and use of milk and other dairy products, thereby helping relieve the surplus which is a usual occurrence during June each year. It was also thought that as the consuming public learns to use more dairy products during a drive of this type they will continue to be better customers during the entire year.

Although the campaign does not

try to reach farmers as milk consumers, it is urged that producers generally cooperate on a voluntary basis by using more dairy products in their own homes for reasons of both business and better living.

Cold Storage Lockers Gain In Popularity

Cold storage locker plants have experienced a remarkable increase in numbers during the past few years. The use of such facilities provides farmers, and many city people too, with the opportunity to obtain fresh meats, fruits and vegetables throughout the year at greatly reduced costs.

The operation of locker plants, however, is not necessarily a road to quick riches. A study of these plants in Illinois revealed eleven expenses, almost all of which are unavoidable, which were not anticipated at the time the businesses were planned and operations started. These accounted for practically 11 percent of the total operating expenses and included a variety of taxes, advertising, office supplies, insurance, telephone and several additional services which are unavoidable for proper operation.

Wife: "Here' Joe, you carry the baby, and let me carry the eggs. You might drop them."

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Incorporated
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4. Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
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Harmon Transfers from New York to Washington

Effective on May 28, E. M. Harmon, who has served as Milk Market Administrator in the New York City area since September, 1938, goes to the Dairy Section of the Division of Marketing and Marketing Agreements of the United States Department of Agriculture at Washington, where he will be general field representative for this body.

His duties at New York are being taken over by N. J. Cladakis, who

has served ably and efficiently as Federal Milk Market Administrator in Chicago since the marketing order was made effective there in September, 1939.

As an expression of appreciation for Mr. Harmon's services in the New York market and the splendid work he did in administering and enforcing the terms of the order, the Producers' Bargaining Agency is planning a public testimonial dinner to him.

In a resolution providing for this testimonial the Agency praised his work and commented, especially, upon "his diplomacy, serenity and courtesy along with his underlying firm and efficient single mindedness of purpose in the untiring performance of his duties," stating that in this manner he has "achieved the purpose of convincing dealers of the strength of the program and securing their compliance thereto with a minimum amount of the contentious litigation, which might reasonably have been expected even after the promulgation of the orders."

Lininger Named Vice-Dean at Penn State

Dr. Fred F. Lininger, head of the department of agricultural economics at the Pennsylvania State College, has had his duties expanded by his appointment to be vice-dean of the College's School of Agriculture and vice-director of the Agricultural Experiment Station, effective July 1.

He is also a member of the advisory committee assisting Pennsylvania's Joint State Government Commission.

Willis M. Hunsberger

We regret the necessity of reporting the untimely death of Willis M. Hunsberger, age 43, of Plumsteadville, Pa., on May 12. He fell from a tractor four days earlier and suffered spinal injuries which caused his death.

Mr. Hunsberger was widely known as a breeder of Holstein cattle, having served in official capacities in the county and state organizations for several years, and was elected as a delegate to the national convention being held at Milwaukee early in June. He was a loyal and interested member of Inter-State and was president of the Plumsteadville Local.

The Holstein herd developed by Mr. Hunsberger was outstanding for its high production and its show ring winnings.

He is survived by his widow and three small sons, also his parents, three brothers and two sisters.

Relief Milk Act

Within the last few weeks there has been mentioned in the daily press a protest against the Pennsylvania Relief Milk Act. Most of the objections to the Act seem to emanate from the vicinity of Pittsburgh, it being stated that many relief families get more milk than they can use, some of it being left on the doorsteps to sour.

It is reported that in Allegheny county approximately 17,000 families have been receiving 19,000 quarts of milk daily under this law, an average of 1.14 quarts per family. In many cases the entire family's milk supply comes from the pint per day allotment to each child under sixteen. An investigation in that area revealed that many relief families felt they could use more than the amount specified under the Relief Milk Act.

Investigation showed also that complaints are very infrequent, one group of dealers recording 14 complaints from 2,160 relief families whom they served. Another group of 10 dealers, handling 5,300 relief milk orders, reported no complaints.

A rather extensive investigation revealed no evidence showing that the milk was being allowed to remain on door steps and sour as was charged.

Cooperative Digest Starts Publication

A new publication is about to be launched. It has been named The Cooperative Digest and is written primarily for officials, employees and members of cooperative agricultural organizations.

The new Digest contemplates no advertising and will depend entirely upon subscriptions for its revenue, and a large part of the editorial material will be taken from the many cooperative publications and house organs published throughout the country.

The new Cooperative Digest will be edited by Roy H. Park and published at Raleigh, N. C. The subscription price is \$2.00 per year.

Knowledge and Timber should not be much used till they are seasoned.

Man: "Do you know, honey, if I had it to do all over again, who I'd marry?"

Wife: "No, who?"

Man: "You."

Wife: "Oh, no you wouldn't!"

He who talks without thinking runs more risk than he who thinks without talking.

Dairy Dell Opens For Third Season

For the third year Inter-State is operating Dairy Dell on Central Pier in Atlantic City. This popular milk bar was opened on May 29, in the same location it used during the two previous seasons.

As in the past only milk and milk drinks, plus wafers, will be sold at the Dell. Large measure and high quality feature the service.

The Dairy Dell is located only a few steps off the boardwalk and is convenient to vacationists who want a quick and effective "pick-me-up."

As in the past no dealers' names will be displayed in connection with this milk bar, as it is being operated by the South Jersey Inter-State Milk Market.

Inter-State members are urged to visit their own milk bar when at Atlantic City and to call it to the attention of their friends who may be going to this shore resort for a holiday or vacation.

Clipping Pastures Now Pays Dividends Later

Because of the abundant moisture and cool weather in May, permanent pastures have produced much more herbage than grazing live-stock has been able to consume. Dr. Howard B. Sprague, agronomist at the New Jersey Agricultural Experiment Station, Rutgers University, advises farmers to harvest this excess feed in early June to prevent waste.

"When mowing, it is desirable to raise the cutter bar to a height of three or four inches in order to leave as much basal leaf growth as possible," Dr. Sprague says. "If used for silage, about 60 pounds of molasses should be added to each ton of green grass as it is put in the silo."

"Young grass from pastures at this season is not only as high in protein as mixed hay, but it is also palatable either as hay or silage."

"Unless pastures are mowed at this season, the grasses use much of their energy for production of seed stalks and seed which are largely wasted. By harvesting the surplus grass at this time, the pasture is stimulated to make additional leaf growth and the actual amount of feed produced in July and August will be much greater than when the pasture is not clipped to remove seed stalks."

Clipping at this season of the year is also an effective means of controlling weeds in pastures. Pasture crops such as blue grass and white clover produce better forage if not allowed to go to seed, while the weeds, to a great extent, can be controlled by preventing them from seeding.



This mountain scene so typical of Pennsylvania was photographed by Mrs. H. L. Kline, Everett, Pa.

Dr. Corbett Named Dean Of Connecticut College

Dr. Roger B. Corbett, known to many agricultural leaders in this area because of his former connections with the United States Department of Agriculture and as secretary of the Northeastern Dairy Conference, has been named dean and director of the College of Agriculture of the University of Connecticut. Immediately previous to this promotion Dr. Corbett was Director of Agricultural Extension in Connecticut.

In his new position he will head up all agricultural work at the University of Connecticut, the result of a re-organization plan for the entire University.

Under him will be Raymond K. Clapp as vice-director of the Agricultural Extension Service; George C. White, in charge of resident instruction, and Wm. L. Slate in charge of the station's experimental work.

Calves Don't Suffer From Spring Fever

Do calves suffer from spring fever or is it the owner who really wants to get them on pasture too early to eliminate the bother of barn feeding?

The evidence is in favor of the latter contention, according to Professor R. H. Olmstead, dairy specialist at Pennsylvania State College. Because young stock cannot eat sufficient grass for maintenance and normal growth, many thin, stunted calves are seen on pasture.

A close relationship exists between the size of a cow and milk production, he says. On an average, large cows are the best producers. For this reason most dairymen cannot afford to pasture calves that are too young.

The Gold Standard

It is estimated that approximately 25 cents of every dollar spent for food by the American public is used in the purchase of dairy products of one kind or another. Experts in nutrition insist that if proper health standards are to be attained this proportion should be increased to 33 cents of each dollar.

The food value of milk and dairy products is unexcelled. The nutrients in these products are of the highest quality and the most nearly complete and properly balanced of any general group of foods. In addition, due to the lack of waste in dairy products, they represent real economy in food purchasing.

In fact, milk and the products made from it represent the gold standard in the world of foods. This standard is exemplified by the golden color of butter. Further evidence of the fact that these products represent the real gold standard is the frequency with which imitations and substitutes are brought out in efforts to win public favor on the reputation and honest value of milk and its products.

We urge everyone, milk producers as well as consumers, to use more of all kinds of dairy products during June—Dairy Month. One further suggestion—we urge that Dairy Month be repeated voluntarily by each of us twelve times a year.

Fat Tests of Milk Drop When Thermometer Soars

"When cows are on pasture in the warm days of spring, the drop in fat content which frequently occurs is not so apt to be due to the fresh pasture as to high temperature," says E. J. Perry, extension dairyman at the New Jersey College of Agriculture, Rutgers University.

"The weather has a decided effect upon the fat percentage of milk," Mr. Perry reminds dairymen. "On the average, a herd with cows freshening at fairly regular intervals throughout the year will test the highest in the cold months of December, January and February and the lowest in June, July and August. It is also true that on very hot days, the temperature may be so high that the amount of milk is sometimes reduced more than the amount of fat, resulting in an increased fat percentage."

"Of course, there are other factors accounting for changes in tests, but the seasonal influence on the percentage of fat in the milk should not be overlooked."

"High humidity along with the higher temperature of late spring and throughout the summer is also apt to be a factor in depressing the test."

Secondary Markets

LANCASTER

The executive committee of the Lancaster Inter-State Milk Market, at its May meeting, appointed a local producer committee to work with the local dairy industry in developing a June Dairy Month program. The committee was instructed to do everything it could to promote the use of milk and other dairy products during Dairy Month.

The membership committee reported the sign-up of several members since the last meeting. They were unanimous that producers need to strengthen their cooperative to promote the orderly marketing of their milk.

Market Manager C. E. Cowan reported on the meeting of delegates of the Metropolitan Cooperative Milk Producers Bargaining Agency, which were concerned primarily with the present and future activities in the New York market. The resignation of E. M. Harmon as Market Administrator received special attention.

The blended price for 3.5% milk f.o.b. plants in the 201-10 milk zone for April was announced by Mr. Harmon as \$1.81. The Lancaster price, due to its location, was \$1.845. The 201-10 mile zone price was based upon the following prices and utilization percentages, less authorized deductions:

Classes	Percentages	Class Prices
I	38.60	\$2.82
II-A	15.43	1.90
II-B	1.32	1.763
III-A	10.77	1.363
III-B	9.44	1.504
III-C	6.86	1.104
III-D	8.63	1.079
IV-A	8.03	1.004
IV-B	.92	1.035

TRENTON

The milk market in the Trenton area is in a fairly stable condition considering that we are now in the season of highest production, practically every producer meeting sanitary requirements having a regular fluid market for his milk.

One disturbing problem is the general tightening up of inspection standards with the result that some producers have been permanently suspended from the market. In some instances there has been difficulty in getting a re-inspection of producer premises.

In addition to this problem there is the usual seasonal trouble with grass and garlic odors in the milk, with consequent rejections. In practically every such case this loss of milk could be avoided by proper care in taking the cows off the pasture several hours before milking.



Kenneth M. Houck has been farming all of his life — well, anyway, nearly all of it. Picture was sent by Melvin A. Houck, Quarryville, Pa.

Farmers' Field Day At Penn State June 13

The Pennsylvania State College School of Agriculture will be host to the farmers of the state and their families on June 13, the annual Farmers' Field Day, at which the newest developments in the growing of crops and the handling of livestock will be discussed. A special feature on this year's program will be an address by L. J. Taber, master of the National Grange.

Tables will be provided for picnic parties in the grove, and arrangements are being made for a large number of visitors. Tours of the experiment station farms will start every 15 minutes all day to view agricultural projects under test conditions.

Exhibits of representative material will be presented by the departments of agricultural economics, agricultural education, agronomy, animal husbandry, botany, dairy husbandry, forestry, horticulture, poultry husbandry, and entomology. All of these departments and others will be presented along various lines.

Music will be supplied by the Pennsylvania Future Farmers' Band and group singing will be led by R. W. Kerns, extension rural sociologist. The annual state-wide rural chorus contest will be held in Schwab auditorium in the evening. This contest is open to amateur rural singing groups. Further information may be obtained from any County Agricultural Extension office in Pennsylvania.

All the problems of the world could be settled easily, if men were only willing to think.

Friend: "And have you ever made a mistake that has serious consequences?"

Specialist: "Just once. I cured a millionaire in two consultations."

Grass Silage Popular As Supplemental Feed

Preparations are being made on many farms to ensile surplus pasture and first cuttings of legumes. As the result of years of experimental work, many dairymen appreciate the feeding values of silage made by preserving grass and hay crops in the silo with molasses, according to C. B. Bender, professor of dairy husbandry at the New Jersey College of Agriculture, Rutgers University.

"Ensiling hay crops frees dairy farmers from the weather hazards common when the crop is made into hay," Prof. Bender points out. "The legumes, grasses or cereals may be cut when they are high in nutrients, thus insuring good quality roughage."

"Surplus early pasture may be preserved for feeding at a later date when pasture may become short due to July or August dry spells. Cereal nurse or companion crops may be cut and preserved early enough to make a good quality feed and at the same time the new hay seedlings grown with them will be benefited."

"Weedy first cuttings of alfalfa may be ensiled before the weeds mature, thus not only producing a good feed but also reducing weed populations in the stands."

"Is there any difference between results and consequences?"

"Well, my experience has been that results are what you expect while consequences are what you get."

"The horse I was riding wanted to go one way and I wanted to go the other."

"Who won?"

"He tossed me for it."

Report of the Field and Test Department, Inter- State Milk Producers' Cooperative.

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during April, 1940.

Farm Calls.....	1598
Non-Farm Calls.....	318
Butterfat Tests.....	4285
Plants Investigated (first half April).....	22
(second half April).....	21
Herd Samples Tested.....	731
Brom Thymol Tests.....	416
Microscopic Tests.....	84
Membership Solicitations.....	253
New Members Signed.....	52
Local Meetings.....	1
Attendance.....	120
District Meetings.....	3
Attendance.....	181
Committee Meetings.....	6
Attendance.....	86
Other Meetings.....	16
Attendance.....	1028

A Page For Inter-State Women

Adult Education In Action

By WILLIAM H. FORM, Department of Sociology, University of Maryland

FOR CENTURIES the belief has persisted that ability to learn and acquire skills was present mainly in youth up and through the adolescent period. This was also thought to be the best time to teach people. Recent educational studies however, have proved conclusively that the ability of adults to learn efficiently continues to an advanced age.

Happily this is so for adults have needs and deficiencies that may be partially overcome through adult education. Among these are the demand for more knowledge to facilitate an intelligent adjustment to changes in our social and civic life, the opportunity to improve one's vocational training and efficiency, and the necessity for a wiser and more satisfying use of leisure time. Since it is the adults who control American society, common sense dictates that the efficiency of its operation and its changes will vary in direct ratio to the training, education, and experience that our adults receive.

Adult education, in the loose sense, is very old, but as an organized movement it is of comparatively recent origin. Since 1924, due to new demands of our culture, it has grown rapidly.

What It Is

What is adult education and what makes it distinctive?

Adult education differs from "ordinary schooling" because it deals with a special unit. This unit is the adult who differs physically, psychologically, and sociologically from the child. The child is given uniform education because he lacks individuality and does not know what his future functions will be. The adult, on the other hand, is more individualistic because of his longer and broader experience. Also he has usually made up his mind or at least recognizes his role or purpose in society. These two factors mean that the adult may choose what he desires in education; also that he may contribute something to it. Adult education allows, even urges that such contributions be made. It organizes these into some forms of social purpose, forms that

may be applied with profit outside the school.

This means that adult education has abandoned the classical method of teaching "culture" to the fortunate few. On the contrary, it has emphasized participation in education for the many workers to aid them in a more efficient fulfillment of their roles in society. Thus adult education is inherently democratic, as its growth has been more rapid and widespread in those nations we term democratic.

Many Successful Examples

Examples of adult education are numerous. One method is that of the South Orange-Maplewood Adult School in New Jersey. All the interested organizations as the P.T.A., teachers' associations, the community house, and the civic association sponsor the project. Courses in piloting, child guidance, law for the layman, literature, sewing, public speaking, and even Jiu-Jitsu are offered with the cooperation of the University, state, and private companies and individuals. Small fees are paid for a few of the subjects. Much progress may be made with such a scheme.

A more interesting approach is the one used by the town of Greenbelt, Maryland. At first an Education Committee was formed by the Citizens Association, which was later supplemented by a Director of Adult Education. In its program, besides the regular college courses taught by the faculty of the state university, classes are offered in home economics, industrial arts, and commerce. Subjects such as sculpturing, drawing, and painting are also given. Special interest groups as the garden, home-makers, camera, radio, and library clubs are under competent leadership and guidance.

Group Action Needed

Such a program may appear pretentious and expensive, but it isn't. Any community may have one equally as good. First a committee on adult education, or perhaps a director, should be appointed. There is no reason why either may not be attached officially to the town or community council. Next the wants

of the people should be discovered to furnish the basis of a curriculum. An error to be avoided is the arbitrary choosing of courses by the committee. Such subjects as parent education or child guidance, however, have universal appeal and they should be present in any curriculum.

Funds for the teacher of the home economics class are available under the Smith-Hughes act. Similarly the George-Dean funds pay the high school teacher for his services in wood and metal work. The classes in the fine arts are sponsored by the W.P.A., while the Department of Agriculture and the College of Agriculture of the State University supply monthly lectures on landscaping and on flower and vegetable gardening. The Homemakers Club is also under the sponsorship of the State University Agricultural Extension Service.

Everyone Can Help

Even lay members may contribute to the adult education program. If individuals who are talented in dramatics, radio, photography, etc. can be made enthusiastic for the project they will offer valuable service. The public library, through the American Library Association, willingly cooperates in supplying literature for specialized courses and subjects. Other aid can be discovered by a little thought.

Knowledge is power. With some effort and ingenuity both may be obtained. Ideals and goals are only achieved through action. An adult education program will do much to improve the community.

Swart Wins Medal In "Clean Milk" Contest

The award to the winner of the clean milk production contest at the 1940 Penn State Dairy Exposition went to James H. Swart, Waynesburg, who was also winner in the amateur division of the dairy cattle judging contest.

The dairy products judging contest for advanced students at this exposition was won by Ernest S. Dix, Starruca, Pa., while Nelson L. Bostic, New Freedom, won the award in the other section. The co-ed's milking contest was won by Thelma Crofut, Wheelerville.

Industry In Miniature

By JEAN H. MACKEY

THINGS change rapidly nowadays. All of us know that—but somehow we still expect the school and the classroom and the teacher to be just about the same—whether we graduated ten or twenty or even thirty years ago. Not until we walk in on a modern school in action, do we realize how ideas and teaching methods have changed. Perhaps this isn't true of everyone, but I think it is of ordinary everyday folk whose office routine or whose business or whose farming or whose housekeeping keeps us pretty far removed from the 1940 grade school. So perhaps you'd like to spend a few minutes walking around the display hall of a modern city grade school. I think you'll be surprised!

Miss Lora B. Scott is the principal of the school we're going to visit and one day while she was watching some Dairy Council workers put on one of their various dramatic performances, she had an idea that she thought her Jenks' School children might apply to their work. She decided to tell them that they "were going to think about Ice Cream" for a while. (Pretty popular subject for every boy and girl!) At first some of the teachers thought that was a very limited subject for a whole school to spend any length of time on, but as they started, they found that instead of having too much time, they scarcely had enough.

English teachers found a wealth of material for English compositions and oral talks in discovering the history of ice cream flavorings. In arithmetic, classes multiplied and divided the number of tiles on the floor of the ice cream factory which they visited. (This was for the project shown on the opposite page.) Sewing classes made aprons for the dolls to wear and other garments. Cooking classes made their own ice cream and treated the school!

Art classes deserve special mention, for their part in the program added a great deal to the final display of all this concentrated activity. Some children composed original posters, others copied Dairy Council display posters, still others worked on huge panels with several children working on separate figures. Several boys made a copy of a five thousand year old Babylonian frieze which showed the importance of the cow and milk even in those very early days. And clay modeling classes turned out some really beautiful work in ice cream molds and animals.

The Dairy Council Inspires A Whole School's Endeavor



Proud indeed of their father's handiwork are these three Jenks' School pupils. Here was one father who really entered into the spirit of things. His barn has hay-mow, stalls for cows, and the cows themselves! Everything in perfect detail.

The important thing is, of course, that everybody helped and everybody worked. The experiment was successful from the very start.

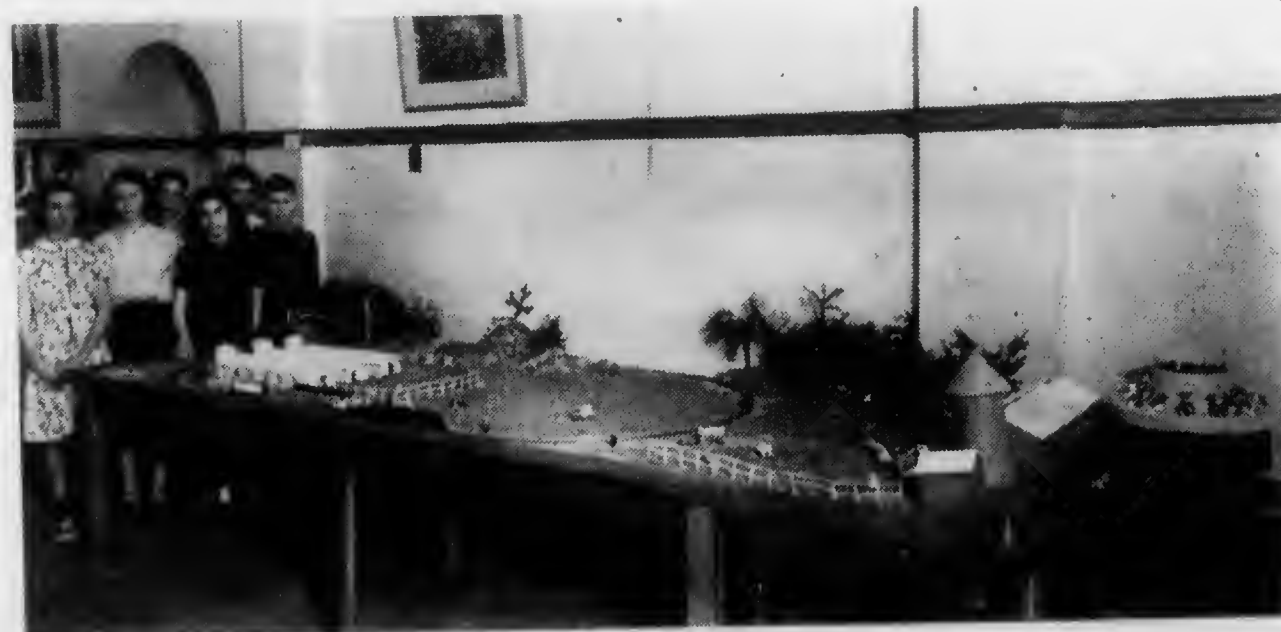
After the project was well-started, each class began planning its individual contribution to the program and display to which parents were to be invited. Committees were named to cover each phase of the work and, as time went on, some really remarkable things began to take form.

The eighth grade English class of Mrs. McDermott followed this outline as it formulated its display:

Plan for Project in Room 8 ICE CREAM

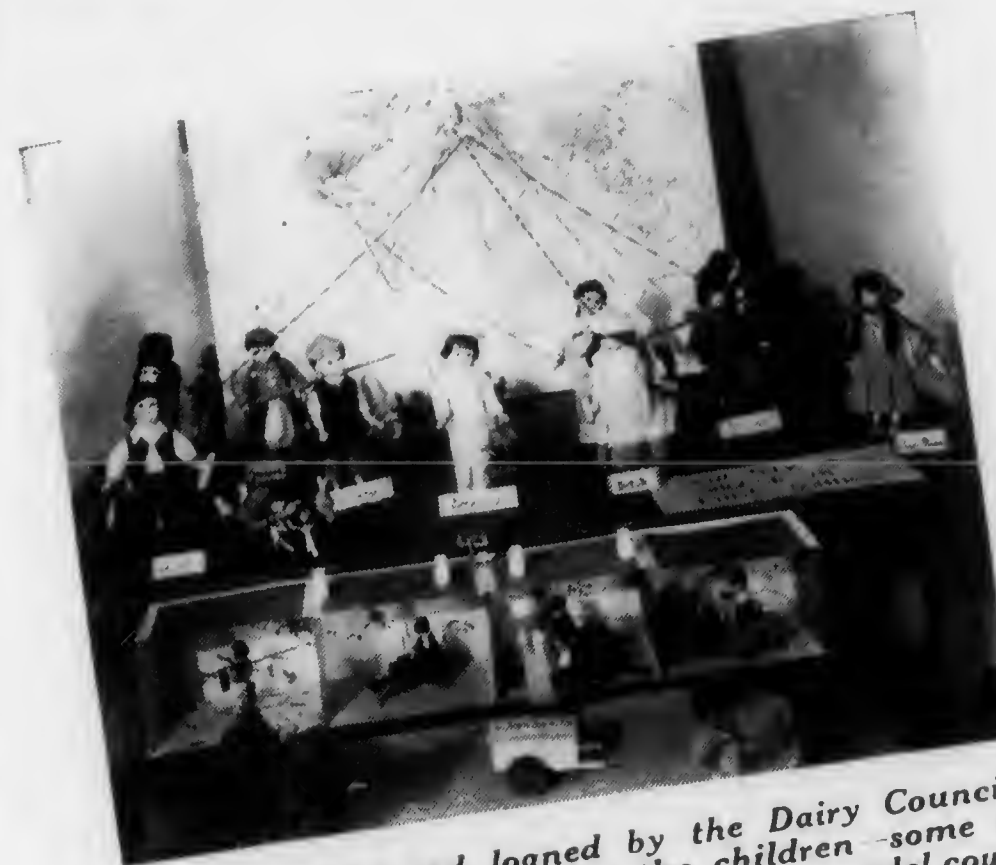
- I. Ingredients
 - Fruits, nuts, vanilla beans, artificial flavoring, chocolate, cream, sugar, salt, gelatin, eggs, and butter.
- II. Process
 1. Preparation of ingredients
 2. Mixing of ingredients
 3. Freezing
 - a. ice and rock salt
 - b. dry ice
 - c. electric or gas refrigeration
 4. Packing for commercial use
 - a. cardboard containers
 - b. fancy molds

Eighth graders made this complete Dairy Farm. Note the rotolactor at the right which revolved and was lighted from the inside. Clay cows were made in the modeling class.



June, 1940

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Dolls, dressed and loaned by the Dairy Council, were copied and posed by the children—some of them very well done indeed. Two clay-model cows, made by the advanced class, are shown in the foreground.



Imaginative third grade children made this original "Deep Cream Dairy Farm". Milkmen and farmers were cut out of paper and colored. Real straw filled the stalls and the walks were made of gravel and stones. A "mirror" pool is in the background.

High spot of the display hall was this ice cream factory made by ingenious seventh graders. The poster in the background gives breadth to the project. This factory was complete in every detail down to oranges made from moth balls and colored yellow! Note the display of ice cream ingredients to the right.



Nursery children had a part in the program. They arranged this ice-cream tea party and seated the invited guests. Note the posters hung on the wall above.

- c. bricks
 1. individual
 2. large size
 - d. popsicles, drumsticks, etc.

- III. Shipment
 1. Refrigeration—cars and trucks
 2. Parcel Post
 3. Delivery trucks

- IV. Consumption
 1. Amount Consumed
 2. Value of ice
 3. Regions of greatest consumption

- V. Industries back of ice cream manufacture
 1. Chemistry
 2. Dairying
 3. Sugar cane
 4. Cocoa
 5. Pineapple growing in Hawaii
 6. Bananas
 7. Citrous fruits and tropical nuts
 8. Spices and other flavorings

- VI. Machinery

- VII. History

- VIII. Interesting statistics of cash outlay

From outlines such as this grew class displays which made many a visitor spend an hour or two in examination and inspection when he thought to spend only a minute or two. Outside the display hall doors, a tray of colorful ice cream cones was arranged so temptingly that the "party mood" caught the unwitting visitor in a moment's time. Inside the doors, a happy party of well-dressed dolls sat down to an ice-cream festival for four! Opposite them, on a large table about six feet long, a sugar plantation stood, complete down to a weary laborer resting in the long grass. Next to this table was the model barn, shown on the opposite page. (Here was one father who didn't read the paper every night after supper for two or three weeks at least!)

Down the long hall in both directions the tiny model villages and farmyards stretched. And above them hung over a hundred posters depicting the health giving qualities of milk and ice cream. A model ice-plant was fascinating—there was even a tiny coat placed on the ice for the collie dog to lie on while his master worked! On smaller tables scattered among the larger ones were fruit models of ice cream molds—all of them good enough to make your mouth water!

There seemed to be no end to inventiveness and imagination, from the display of the tiny tots to those who were about to graduate. Each grade higher showed greater ability as fingers grew surer and projects grew more detailed and complex, but every single one had been thoughtfully planned and carefully worked out. Here lies, naturally, the only lasting education value to be found in such an undertaking—the training and teaching of children from kindergarten up to create and to investigate for themselves. Here lies, also, the lasting value of Dairy Council work with schools—the whole-hearted cooperation of teachers to the end that children may learn, all the way through school, of the solid reasons for the place of milk in the health program.

And so the story of Milk is told back to the tellers!

Inter-State Well Represented At National 4-H Club Camp

FOUR Inter-State families will be represented at the National 4-H Club Camp being held at Washington, June 12-17. This event represents the highest award available to 4-H club members in the country. The young folks from Inter-State families who will be present includes Lillian Tindall, Trenton, N. J.; Irvin Pinder, Townsend, Del.; Mary Tucker Lusby, Kennedyville, Md.; and Raymond Hutchison, Cordova, Md.

Miss Tindall's 4-H club activity started in 1930, with a dairy calf from which she gradually built up a herd now consisting of five animals. She has won numerous dairy calf club awards as showman, judge, exhibitor and on the production of her animals. In addition, she has an excellent record as a member of the flower and home-making clubs and as a leader in her local and county 4-H work.

Irvin Pinder has carried on 4-H projects in corn, dairy, poultry, swine, wildlife and potatoes. In this work he has built up a good dairy herd of his own and has participated in dairy demonstrations during the past two years, also serving as a local leader of the Middletown 4-H club.

Mary Tucker Lusby has been a club member for eight years, during which time she has been a winner in her many projects. She has served in various offices in her local club and in the Senior 4-H Club Council, as well as being a delegate to the State 4-H Club Council meeting.

Raymond Hutchison, during his seven years of club work, has carried on projects in dairy, swine, poultry, corn, potatoes, rabbits, garden, farm accounts and farm management. In addition to his project work he has served as president of his local club, president of the Cordova F.F.A. group, vice-president of the County Council of 4-H Clubs, and a member of an Older Youth Council planning committee.

In addition to these delegates, Pennsylvania will be represented at the National Club Camp by Lila Giesman, Grove City; Helen Jane Mummert, York; Lawrence Marburger, Evans City; and Edward Curtis, Waymart.

The other delegates from Maryland are Pauline Virginia House of Allegany County and Staley Hahn, Frederick County. The other Delaware delegates include Christine McGinnis, Wyoming; Stephen C.

Right—Mary Tucker Lusby, Kennedyville, Maryland, daughter of Mr. and Mrs. Arthur M. Lusby.



Above—Lillian Tindall, Trenton, New Jersey, daughter of Mr. and Mrs. Geo. Tindall.



Below—Irvin Pinder, Townsend, Delaware, son of Mr. and Mrs. Clarence N. Pinder.



Left—Raymond Hutchison, Cordova, Maryland, son of Mr. and Mrs. M. J. Hutchison.

Vaughn, Lewes; and Myrtle Reynolds of Georgetown; while the New Jersey delegation, in addition to Miss Tindall, consists of Ruth C. Beatty, Stewartsville; William M. Patterson, Freehold and William H. V. Davis, Somerville.

While in Washington these dele-

gates will be guests of the United States Department of Agriculture. They will camp near the Washington Monument, visit shrines of American democracy, meet government officials and discuss problems facing the youth of the nation with delegates from other states of the Union.

Hints on Fly Control

IN HIS monthly letter to members of dairy herd improvement associations in Maryland, J. A. (Uncle Jerry) Conover, Extension Dairyman at the University of Maryland, sent out some facts about flies and methods of controlling them.

He says, "The common house fly is most deadly to we mortals, for it spreads diseases such as typhoid, tuberculosis, cholera and others. They will breed in almost any filth and spread disease by walking over this filth and carrying germs to food eaten by the family.

"The first preventative is to keep all filth cleaned up, hauled out to the fields and spread so it will dry, or plow it under. Screen the breeding places and have the dairy and dwelling well screened.

"The stable fly is troublesome for man as well as beast. It is a biting fly and must have blood, which it draws from its victim. It is a trifle larger than the house fly. The favorite breeding place of this fly

is in wet straw and other damp refuse. It is especially annoying in the dairy stable and undoubtedly reduces milk production by this annoyance.

"Clean up all old wet straw in pounds and about the barn. Use a good fly spray before milking, selecting a spray that will not taint the milk.

"The horn fly attacks only cattle. It is easily recognized as it is smaller than the other two, gathers in droves on the side of the cows and settles at the base of the horn. It is also a biting fly and a blood sucker. It breeds in fresh cow manure dropped in pastures and around the yards and is most easily controlled by using a killing spray when the cows are in the stable. Destroy the breeding places by keeping the manure hauled out and spread in the fields.

"Another fly that annoys cattle is the heel or warble fly. It lays

(Please turn to page 15)

Farm Groups Meet At Penn State

ON MAY 1 and 2 the Pennsylvania Association of Cooperative Organizations and the Pennsylvania State Cooperative Council held their semi-annual meetings at State College. The meetings featured not only discussions pertaining to the cooperative activity within the state but also included reports on the work of the School of Agriculture at State College.

In his talk before the group, Dr. F. F. Hill, former Governor of the Farm Credit Administration, emphasized the need for intelligent membership relations work in farm organizations. He said, "Many of the present members have not had first-hand experience with the marketing of farm commodities on an individual basis and did not have to go through the troublesome times that the founders of the organizations experienced. These second generation members now take for granted many of the services which the cooperatives fought for in years past and succeeded in accomplishing."

Another speaker was Ezra T. Benson, secretary of the National Council of Farm Cooperatives. He urged cooperatives to give more attention to self help in the correction of the problems of agriculture and to avoid leaning too heavily upon government aid.

"Government assistance of all types, good as it may be, is essentially political," warned Mr. Benson. "We need to turn again to the spirit of our forefathers in working out through our own energies many of the problems which we have recently been calling upon the government to solve. The cooperative organization is the surest way and the safest way to retain the fundamental principles of our liberties and freedom and yet cope with the forces of this modern industrialized world."

The work of the School of Agriculture was brought before the cooperative leaders by Dean S. W. Fletcher. He stated that the college has under way 134 research projects, 25 of which were portrayed during the session given over to showing the college's work.

Others who assisted in presenting the story of the college were Dr. E. L. Nixon, Professor A. A. Borland, and Dr. C. W. Pierce.

Dr. Ralph E. Hetzel, president of the college, discussed the manner in which farm organizations and the School of Agriculture are cooperating with each other for their mutual benefit, also expressing appreciation

(Please turn to page 15)



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Dairy Markets Are Stronger

FACTORS contributing to a comparatively strong dairy market include a late pasture season, low cold storage supplies of butter which has helped its price, a stronger cream market and a reasonably satisfactory market for other manufactured dairy products.

Pasture conditions in the United States were rated as 74 percent of normal on May 1, as compared with 77.5 percent a year ago. Conditions in the Philadelphia milk shed, however, were even less favorable. State-wide reports show Delaware 10 percent lower than a year ago; Maryland, 14 percent; New Jersey, 10 percent; and Pennsylvania, 9 percent. These conditions, doubt-

less, are responsible for production in this area increasing less rapidly than usual this year.

Milk production showed a slight decrease (0.2 pound per cow per day) for the country as a whole, comparing May 1 with a year ago, according to a U.S.D.A. report. Decreases were reported of 0.4 pound per cow in New Jersey and of 1.1 pound in Maryland, while Pennsylvania showed an increase of 0.7 pound.

Fluid milk markets, in many instances, are showing the usual down trend of this season. Class I price decreases (per hundred pounds) are reported as follows: New York, 37 cents; Boston, 40 cents; Lawrence and Lowell, Mass., 39 cents; Baltimore, 7 cents with a decrease in the butterfat differential from 5 to 4 cents per "point"; Roanoke, Va., 17 cents; Columbus, Ohio, 30 cents; Cincinnati, Ohio, 40 cents; Indianapolis, Ind., 36 cents; and San Francisco, Cal., 24 cents. Flat price decreases of 10 cents per hundred pounds became effective at Lexington, Ky.; of 20 cents at El Paso, Texas; and of 25 cents at Burlington, Iowa. New York, Boston, Lawrence and Lowell markets are under Federal control.

Concurrent with these decreases to producers, reductions to consumers were also reported as follows: Boston, 1 cent per quart; San Francisco, 1/2 cent, and unstated decreases at Lawrence and Lowell.

Fluid milk sales continue their increase, according to the report of the Milk Industry Foundation for April, based on information from leading distributors in 136 leading markets of the country. The report states that retail sales were 2.19 percent greater in April, 1940, than a year ago, and that during the same period the payrolls of the same reporting companies increased 1.39 percent while the number of employees decreased 1.38 percent, as compared with April, 1939.

Cream prices have shown some fluctuation during late May, apparently due to the cold, wet weather which reduced the demand. The average price quoted by the U.S. D.A. Market News Service for the week ending May 25 was \$13.75 to \$14.00 per 40 quart can of 40 percent cream. This was about \$.25 per can higher than the previous week, and \$1.50 to \$2.00 per can higher than a year ago. In terms of whole milk the current price is equal to about \$1.67 per hundred pounds of 4 percent milk, not allowing for handling and processing costs or skimmilk value, as compared with

a Class II price, f. o. b. Philadelphia, of \$1.57 in May, as set by the Pennsylvania Milk Control Commission.

Butter prices, although showing a seasonal decline, are still well above a year ago. The quoted price for 92-score butter at New York ranged between 28.5 and 26.75 cents per pound during May, averaging 27.6 cents for the month as compared with an average of 23.64 cents in May, 1939.

Butter storage supplies in the 10 largest markets totaled 9,557,000 pounds on May 31, as compared with 66,854,000 pounds a year earlier. This is a difference of approximately one-half pound per capita. The total storage supply in the country on May 1 was about 9.5 million pounds as compared with 71 million pounds a year earlier.

American cheese stocks in storage on May 1 of 65,160,000 pounds were about 2.3 million pounds greater than a year ago.

Butter and cheese production during April, 1940, was considerably higher than a year earlier, with the usual seasonal increase over March. Butter production was up 2.9 percent over the previous year, 8.1 percent over March. American cheese production in April showed increases of 15 percent and 20 percent, respectively, over April, 1939, and March, 1940, according to U.S.D.A. reports.

Other manufactured dairy products also showed increased production during April. Dry skim-

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(Unused pictures will be returned.)

milk production of 36 million pounds in April, 1940, was 5 million greater than in April, 1939. There was little change in the output of dry buttermilk and dry whole milk.

Evaporated milk production of 225 million pounds in April, 1940, was 26 million pounds above the output a year earlier. Total production from January to April, 1940, inclusive, was 104 million pounds higher than the corresponding 1939 figure.

Storage stocks of other manufactured dairy products were slightly greater on May 1 than a year ago. Leading the list is evaporated milk with 208 million pounds on hand, a 73 million pound increase over May 1, 1939. The 33 million pound supply of dry skimmilk was about 1 million pounds more than last year, while dry whole milk with 3.1 million pounds compares with 2.85 million pounds on hand a year ago. The supply of dry buttermilk was about 2 million pounds less than on May 1, 1939.

Feed prices in May showed several fluctuations from the April quotations. These ranged from a decrease of 6.4 percent for gluten feed to an increase of 6.5 percent for corn meal. With the exception of linseed oilmeal which decreased 16 percent from May, 1939, all other feeds listed on our report were from 4 to 32 percent higher in price in May, 1940, than a year ago. For more complete feed price data see tabulation on page 6.

MAY, 1940, BUTTER PRICES			
Date	Philadelphia	New York	Chicago
1	28 1/4 - 28 1/2	27 1/4	26 1/2
2	28 1/4 - 28 1/2	27 1/4	26 1/2
3	28 1/4 - 28 1/2	28	26 1/2
4	28 1/4 - 28 1/2	28	26 1/2
5	28 1/4 - 28 1/2	28	26 1/2
6	28 1/4 - 28 1/2	28 1/2	27 1/4
7	29 - 29 1/4	28 1/2	27 1/4
8	29 - 29 1/4	28 1/2	27 1/4
9	28 1/2 - 29 1/4	28 1/2	27 1/2
10	28 1/2 - 29 1/4	28 1/2	27 1/2
11	28 1/2 - 29 1/4	28 1/2	27 1/2
12	29 - 29 1/4	28 1/2	27
13	29 - 29 1/4	28 1/2	27
14	29 - 29 1/4	28 1/2	27
15	28 - 28 3/4	28	26
16	28 - 28 3/4	27 1/2	26
17	27 3/4 - 28 1/4	27 1/2	26
18	—	—	26
19	27 1/2 - 27 3/4	27	26
20	27 1/2 - 27 3/4	27	26
21	27 1/2 - 27 3/4	26 1/2	26
22	27 1/2 - 27 3/4	26 1/2	26
23	27 1/2 - 27 3/4	26 1/2	26
24	27 1/2 - 27 3/4	26 1/2	26
25	27 1/2 - 27 3/4	26 1/2	26
26	27 1/2 - 27 3/4	26 1/2	26
27	27 1/2 - 27 3/4	26 1/2	26
28	27 1/2 - 27 3/4	26 1/2	26
29	27 1/2 - 27 3/4	26 1/2	26
30	27 1/2 - 27 3/4	26 1/2	26
Average	28 21	27.60	26.42
Apr. '40	28.29	27.90	27.10
May '39	24.01	23.64	22.78

Hints On Fly Control

(Continued from page 12)

its eggs on the hairs of the legs of the cattle, where the eggs are licked off and hatched in the mouth or esophagus. The larvae eventually travel to the back of the animal where they are recognized as grubs and are the cause of much damage to the hides of the cattle. Spraying the legs is one of the best means of control."

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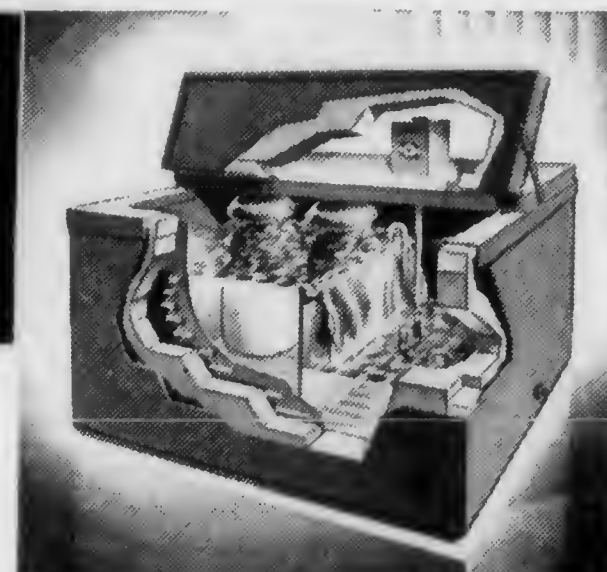
1. Cooler coils built into the walls out of the way.
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MILK COOLING PAYS



Cut-out view shows how water over-flows inside cooler automatically when a new can is put in. Note concealed coil and smooth rounded interior for ease in cleaning.

Farm Groups Meet

(Continued from page 13)

for assistance given the college in the past. M. S. McDowell, Director of Agricultural Extension, outlined the program of work in that department.

John H. Light, Pennsylvania Secretary of Agriculture, discussed with the cooperative leaders the work of his department, calling special attention to the progress of testing for Bang's disease.

Meeting Calendar

- June 13—Farmers' Field Day, Pennsylvania State College, State College, Pa.
- June 18—South Jersey Inter-State Milk Marketing Committee, Woodbury, N. J.
- June 25—Albion-Huntingdon Inter-State Milk Marketing Committee, County Agent's Office, Hollidaysburg, Pa.
- June 26—Trenton Inter-State Milk Marketing Committee—19 W. State St., Trenton, N. J.
- June 27—Wilmington Inter-State Milk Marketing Committee—Newark, Del.
- July 8-12—American Institute of Cooperation—East Lansing, Michigan.
- July 15—Officers and delegates, District 10, Cecil County Court House, Elkton, Md., 8:00 P.M., E.S.T.
- August 6-9—Cumberland County Dairy Cattle Show—Williams Grove, Pa.
- August 19-21—1940 Pennsylvania Country Life Conference—Newton Hamilton, Pa.
- October 12-19—National Dairy Show—Harrisburg, Pa.
- December 9-12—American Farm Bureau Federation, annual meeting—Baltimore, Maryland.

"When I was a young fellow," grandpa related, "my ambition was to have a gig and a gal."

"Well," said his son, "when I was a young man I wanted a flivver and a flapper."

"Hey, pop," said the grandson, "how about me having a plane and a jane?"



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Dairy Queen Will Reign Over National Show

The National Dairy Show being typically American, the "queen" who will reign over this event will be selected democratically. The dairy cooperatives and the major dairy breed associations in Pennsylvania, in cooperation with the Pennsylvania Dairymen's Association, are charged with the responsibility of making this selection.

Briefly, the requirements for the dairy queen are as follows. She must be:

- (a) The daughter of a dairy farmer.
- (b) Approximately 17 to 21 years of age.
- (c) A high school graduate.
- (d) Unmarried.
- (e) Possessed of poise, personality and appearance.

Contestants who are selected by the various cooperatives and dairy breed associations will meet at Pennsylvania State College during the latter part of September, the exact date to be announced later, at which time the final selection will be made. The expenses of the queen, while at Harrisburg attending the show, will be borne by the National Dairy Show.

Those in charge of the contest insist that the selection will not be a beauty contest in the ordinary sense of the word, but that education, personality, health and poise will all be considered.

Further information on selecting the dairy queen will be carried in later issues of the Review.

Bangs Testing Advances In Pennsylvania

During April, 1940, a total of 49,539 cattle were tested for Bang's disease in Pennsylvania under the individual and area plans. Among this number 1,924 reactors were found, showing a 3.9 percent infection.

To date 5,114 herds, containing 101,401 cattle, are certified as free of Bang's disease, according to John H. Light, Secretary of Agriculture.

Fourteen counties in the state are classified as modified accredited Bang's free areas and three other counties have been completely tested with five partially tested. These areas should be in position to furnish disease-free animals to dairymen who insist on keeping their herds clean.

Teacher: "Name the seven wonders of the world."

Johnny: "I only know one and that was daddy when he was a little boy."

GULF LIVESTOCK SPRAY PROTECTS PREMIER BREEDER AWARD WINNERS



PREMIER BREEDER AWARDS are habitual with the Ayrshire herd of Atla Crest Farms of Spencer, Mass. Mr. Arthur H. Sagendorph graciously acknowledges some help:

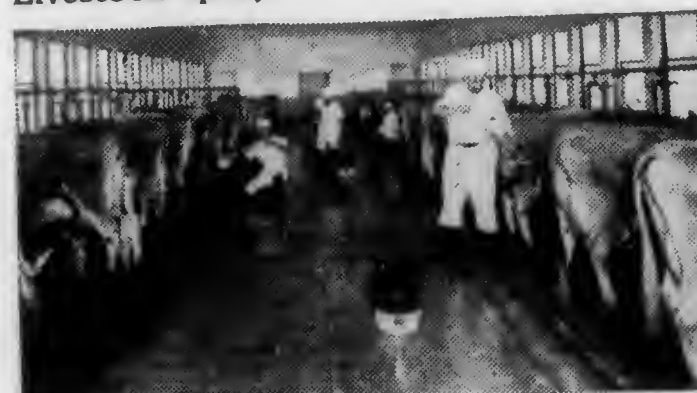
"We have found Gulf Livestock Spray very efficient in keeping our animals much quieter, thereby keeping their milk at peak production. It is our firm belief that Gulf Livestock Spray is the best that money can buy."

PAYS FOR ITSELF "Gulf Livestock Spray doesn't really cost me one red cent. My Guernseys give 28 gallons more milk a month than they did when pestered by flies. The extra milk more than pays for your spray." (Signed) L. S. Kerr, Manager, Indiana Dairy Co., Indiana, Pa.

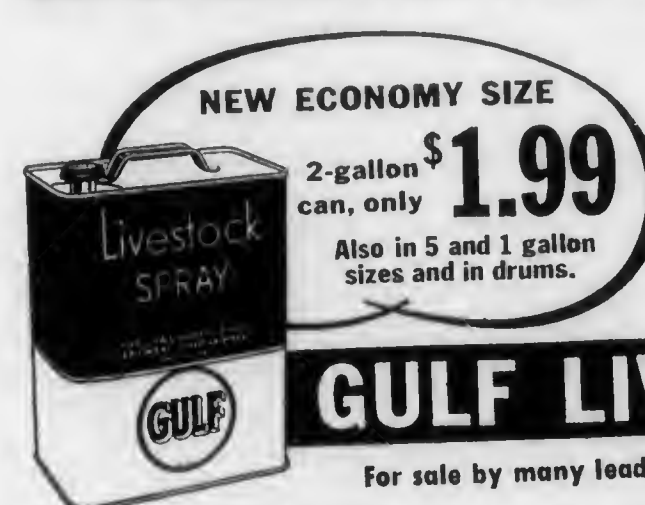


- GULF LIVESTOCK SPRAY:**
- kills flies, lice, and ticks
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 - won't impart odor or taste to milk
 - quiets cows at milking time —also in pasture
 - won't blister, or cause cattle's hair to fall out. It improves the bloom of the animals' coats
 - is economical to use

LONG-LASTING "Gulf Livestock Spray lasts longer between times of spraying needed," testifies Mr. R. E. Hildebrand, owner of the Rio Vista Dairy Farms, in San Antonio, Texas. In four years of use on his Jersey herd, Mr. Hildebrand never has found a trace of taint in milk from Gulf Livestock Spray.



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FREE! Farm and Ranch Bulletin, Second Edition, of the Gulf Research and Development Co.: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs, and Poultry." Write Gulf Oil Corp., Gulf Refining Co., Petroleum Specialties Div., Pittsburgh, Pa.

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Vol. XXI

Philadelphia, Pennsylvania,

No. 3

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Cornell University,
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Sonny Helps the R.F.D.

Will Pick Dairy Queen

Cooperative Participating in Plans

WHEN THE National Dairy Show opens at Harrisburg on October 12, some Pennsylvania girl will be crowned queen of the show. She will be the guest of the National Dairy Association for the entire week and will take an active part in all the major features of the eight-day exposition. Requirements for entry in this contest will be found on this page.

The procedure in making the selection of the Inter-State's entry in the final "coronation" contest will be as follows:

1. Eligible girls desiring to enter contest must file entry application.

2. All girls entering contest will compete in elimination contest in the District in which they reside, the time and place to be determined by District officers.

3. District winners will be picked according to scoring method listed below.

4. The nominee selected by each District at the District contest will be the guest of the Cooperative, spending a full day at Philadelphia some time early in September, expenses to be paid by the Cooperative.

5. On this occasion the girls representing the Districts from Delaware, Maryland and New Jersey will serve as a special committee to select from among the Pennsylvania District winners, the girl who will represent the Cooperative in the final "coronation" contest at State College where the queen will be picked from among the candidates selected by the dairy cooperatives operating in Pennsylvania.

6. The Cooperative's representative at the final contest will be the guest of the Cooperative at State College during that contest, with expenses paid.

7. The winner at this contest will be crowned "Queen of the Dairy Show" and will participate in all important events at that Exposition to be held at Harrisburg, October 12-19, as guest of the show management with all expenses paid.

The manner of selecting the winners in the District contests will be according to the following score:

DAIRY QUEEN CONTEST

NATIONAL DAIRY SHOW

Requirements for entry in Cooperative's District and Philadelphia contests preceding the "Coronation" contest which will be held at State College.

a. Single girl between ages of 17 and 21.

b. High School graduate.

c. Daughter of a member of Inter-State Milk Producers' Cooperative living in Pennsylvania.

(Note:—Daughters of members of the Cooperative living in Delaware, Maryland and New Jersey may compete in their respective District contests with these winners attending the contest at Philadelphia in September, where all winners of District contests will be entertained.)

d. File application for entry with District Secretary.

(Application forms available only from office of Inter-State Milk Producers' Cooperative, 401 North Broad Street, Philadelphia, Penna.)

Scholastic rating.....15
(To include a verified record of high school work)

Activities.....15
(Such as 4-H club, school projects, church, community organizations, etc.)

Quiz on dairy subjects.....20
(To determine general knowledge of milk production and marketing.)

Appearance.....25

Poise and Personality.....25
(As shown in a three-minute talk on "Why milk and milk products are our best all-around foods")

The time and place of the District contests will be decided by the District officers. They will also select the judges of the District contests and conduct elimination contests within the District if this seems desirable. The nominations from each District must be mailed to the Inter-State office by the District secretary and carry a post mark dated not later than August 31. It is suggested that each District pick an alternate to take the place of the District nominee should she find it impossible to attend the contest in Philadelphia.

The scoring for the contest to be held in Philadelphia will be the same as for the District contests, except that in place of the quiz on dairy subjects each District winner

will be required to prepare an essay of not less than 500 nor more than 700 words on "Why Cooperative Marketing is a Benefit to Milk Producers." This essay must be mailed to the Inter-State office not later than September 7 and all essays submitted will become the property of the Inter-State.

In announcing arrangements for this contest the committee emphasizes that all District winners will be entertained on an equal basis when invited to Philadelphia. Tentative plans call for bringing the District winners to Philadelphia so as to arrive during the forenoon of one day and they will be entertained until noon of the following day, permitting them to reach their homes that evening.

Anyone desiring further information is urged to write directly to the office of the Cooperative.

Cow Has Rights, Too

Talk about constitutional rights—cows in England, at least, can do just about as they please. No worrying about stop lights or parking tickets or being bawled out by traffic cops.

The high court of appeals in England held the other day that a cow had the constitutional right to stand in the middle of the road and chew her cud, and let traffic go hang or go around. At least the court said that cows do not move in straight lines and no driver could be expected to make them go in a straight line or stay out of the road. The decision was made in a case where a motorist had collided with a cow and claimed damages to his car. In announcing his decision, the lord justice said that cows have "strayed about the road for time immemorial" and will probably continue to do so. —*Denver Milk Market Review*.

A distinguished Australian official, visiting the National Press Club in Washington for the first time, was asked: "Are there many Scotchmen in your country?"

"No," was the Down-under's comment, "rabbits are our worst pests."

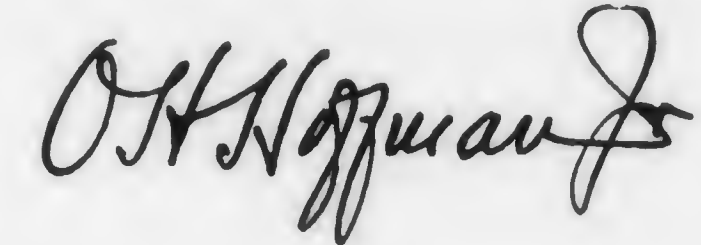
"Sweet Land of Liberty Of Thee I Sing"

is all very fine and "From ev'ry mountain side, Let freedom ring" is a swell idea but its going to take a lot more than vocalizing on our part to keep this Land of Liberty and the freedom above referred to.

"Land where my fathers died" is no joke. A lot of those fathers didn't die pleasantly of old age either. On the contrary, a good many of them went to bat for their ideals, suffered privation and sacrifice, not to mention a considerable number of bullet holes, and altogether, paid a pretty stiff price for their freedom. And when they got it they had poverty and debt and hardship as the first rewards.

Just now it looks as though we'll have to build our defenses as we never have before and be prepared to stand by our

guns if any outsider tries to monkey with our freedom. But some other things we'll have to do besides this (and pay a huge tax bill). We'll have to stop bickering among ourselves, lay aside some of our expensive notions about within-the-nation hatreds, get the confusion between politics and patriotism straightened out in our minds and all in all really get to work again at being Americans. It may be tough for a while for we're just a little soft and out of practice, but I'm not afraid of the outcome.



Directors Hold Meeting

THE Board of Directors convened for its regular bi-monthly meeting at the offices of the Cooperative on the afternoon of June 20 and continued its sessions on June 21.

Activities of the Cooperative during the past several weeks were discussed thoroughly, including membership signup, meetings, sanitary requirements in various areas and matters involving milk control and related subjects.

The directors instructed the secretary to send an appropriate message, in the name of the Board of Directors, to John D. Reynolds, director from Middletown, Delaware, who was absent from the Board meeting because of illness.

A report was given the directors on the settlement of Inter-State interests in the milk business of the Riley Milk, Ice and Cold Storage Company which was recently ordered sold in bankruptcy proceedings. This business had been discontinued on March 31 by order of the court.

A discussion was held on the "consignment" movement of milk, which has been put into effect by a few dealers after obtaining injunctions which, in effect, prevent the Milk Control Commission from interfering with the contracts made by those dealers. This system is reportedly under consideration by other dealers over the state. Under

these contracts a dealer is not obliged to pay Control Commission prices to producers supplying him and may return milk or dairy products to the producer if satisfactory sale can not be found for them.

Dates for the annual meeting were discussed and, because of the uncertainty of Thanksgiving dates in the various states of the milk shed, no date was approved but authority was given the annual meeting committee to select either November 19-20 or November 26-27, whichever seemed most satisfactory. The by-laws of the Cooperative require that the meeting be held in November.

A report was given on the activities of the Dairy Dell at Atlantic City and it was pointed out that sales people at the Dell are frequently asked about the Inter-State Milk Producers' Cooperative, what it is and how it operates. The printing of a leaflet for distribution at the Dell was authorized as one means of answering these requests for information.

In the report of the field activities it was stated that 344 new members have been signed during the present fiscal year starting September 1, 1939. This was followed by a discussion as to the part that present members can take in obtaining additional members through discussions

with their non-member neighbors. With this there was a discussion of market conditions and Cooperative policy, also pointing out the necessity of having as large a portion of the membership as possible well informed on these subjects and vigorous in promoting the policies of the Cooperative.

It was reported that, effective June 1, arrangements had been made between producers and distributors in the Wilmington area to renew Dairy Council activity in that market. This was being done as a means of promoting the sales of fluid milk in the Wilmington area, thereby putting more of the milk into Class I.

At a concert a young lady began a song. "The autumn days have come. Ten thousand leaves are falling."

But she began too high. "Ten thousand," she screeched, and stopped.

"Start her at five thousand," yelled an auctioneer present.

"Did I ever tell you I tried my jujitsu on a burglar?"

"No."

"Well, I got hold of his leg and twisted it over his shoulder. Then I got hold of his arm and twisted it around his neck, and before he knew where he was I was flat on my back."

INTER-STATE MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative

Incorporated
401 N. Broad St., Philadelphia, Pa.

OFFICERS

B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel
F. P. Willits, Jr., Statistician

District

Directors, 1939-40

1. Alvin K. Rothenberger, Worcester, Pa.
2. Frederick Shangle, Trenton, N. J. R. 2
3. J. M. Wheatley, Federalsburg, Md.
4. J. W. Keith, Centerville, Md.
5. J. W. Bleiler, New Tripoli, Pa. R. 1
6. Fred W. Martin, Goodville, Pa.
7. H. K. Martin, Goodville, Pa.
8. Furman H. Gyger, Kimberton, Pa.
9. J. D. Reynolds, Middletown, Del.
10. *Ralph E. Bower, Chesapeake City, Md.
11. E. M. Crowl, Oxford, Pa.
12. Fred A. Walls, Harbeson, Del.
13. H. B. Stewart, Huntingdon, Pa., R. 4
14. *Howard W. Wickersham, Kilton, Pa.
15. M. L. Stitt, Port Royal, Pa.
16. M. L. Stitt, Port Royal, Pa.
17. Jos. S. Briggs, Yardley, Pa.
18. John Carvel Sutton, Kennedyville, Md.
19. *Kenzie S. Bagshaw, Hollidaysburg, Pa.
20. Alva Shuss, Everett, Pa.
21. A. R. Marvel, Easton, Md.
22. *Charles R. Hires, Jr., Salem, N. J.
23. *B. H. Welty, Waynesboro, Pa., R. 4
24. D. E. Witherspoon, Chambersburg, Pa.
25. Honorary Life Member—F. P. Willits, Ward, Pa.

Member of Executive Committee

FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director
2. E. Cowan, Lancaster, Pa., Ass't Director
3. Reynolds, Denton, Md., Ass't Director
4. E. P. Bechtel, Trappe, Pa.
5. J. J. Camp, Roaring Springs, Pa.
6. E. C. Dunning, Chambersburg, Pa.
7. Floyd R. Ealy, Broomall, Pa.
8. Clayton L. Keener, Nottingham, Pa.
9. H. D. Kinsey, Quakertown, Pa.
10. J. T. Plummer, Lewistown, Pa.
11. Louis F. Tomey, Centerville, Md.
12. D. W. Winter, Glenside, Pa.

SECONDARY MARKET MANAGERS

1. Altoona - Huntingdon—J. J. Camp, Roaring Springs, Pa., Phone 118-M
2. Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
3. South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, N. J., Box 334, Phone 800
4. Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
5. Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

Dairy Cooperatives Reach Century Mark

A centennial celebration of America's first dairy cooperative is scheduled for July 20-22 at Lake Mills, Wisconsin.

It was in 1840 that Ann Pickett established a backwoods cheese making cooperative near that town and it is claimed that not only was this the first dairy cooperative but it is said to be the world's first farm cooperative of any kind.

The town of Lake Mills will celebrate the centennial of this

event with a three-day program. The high spot in the entire program will be a coast to coast broadcast over the nation's airways on July 22. John Brandt, president of Land O' Lakes Creameries will be the principal speaker.

Appearing on the same program will be Ralph E. Ammon, director of the Wisconsin department of agriculture; Dean Chris L. Christensen of the college of agriculture at the University of Wisconsin, and Milo Swanton, secretary of the Wisconsin Council of Agriculture.

A Pledge of Confidence In Our Own Business

Believing that the work of boosting the consumption of dairy products should begin at home, the Ohio Dairy Stabilization Committee developed a dairyman's pledge to be signed by dairymen of that state, which reads:

1. My family shall have plenty of fresh milk, the best food.

2. I will not grumble about milk prices until I have used an abundance of dairy products on my own table.

3. I will not use substitutes in place of butter.

4. I will cooperate with my fellow dairymen to promote increased use of dairy products.

This seems to us a striking combination of good sense and good business. Following that pledge would certainly show that a dairyman has that confidence in his own product which is so necessary in successfully selling it to others.

Kemp Receives Promotion at University of Maryland

The appointment of Dr. William B. Kemp as head of the department of agronomy at the University of Maryland was announced recently by Dr. H. C. Byrd, president of the University.

Dr. Kemp is a native of Baltimore county and, with the exception of three years, has been engaged in agricultural work in Maryland continuously since his graduation from the University of Maryland in 1912.

During this period he has served as agricultural instructor in the Frederick and Middletown high schools, then as a member of the department of agronomy at the University of West Virginia for three years, after which he returned to Maryland. He has been on the faculty of the University of Maryland since 1921.

When buying products advertised on these pages tell the merchant you saw the advertisement in the Milk Producers' Review.

New York Dairymen Honor E. M. Harmon

Dairymen and agricultural leaders from throughout the New York milk shed held a testimonial dinner at Syracuse on June 13 in honor of E. M. Harmon, former administrator of the New York Federal-State milk marketing order.

The six states of the New York milk shed were all represented at the dinner, with Dean Carl E. Ladd of the New York College of Agriculture the chief speaker. In addition, fifteen other speakers each made brief remarks and praised Mr. Harmon for his administration of the New York market during trying times.

At the close of the event Ralph C. Norton, president of the Metropolitan Cooperative Milk Producers Bargaining Agency presented Mr. Harmon with a gold watch suitably engraved as a mark of affection and esteem from the thousands of dairy farmers represented in that organization.

In acknowledging this splendid testimony, Mr. Harmon responded with a brief talk, which he concluded with these words:

"The goal is greater than the individual or any personality in this battle for a square deal for every body and a living price for milk."

Sees "Golden Opportunity" Facing Co-ops in America

A "golden opportunity" for the cooperative movement "to help protect the American way of life by safeguarding the American standard of living," is seen by Dr. William H. Martin, dean and director of the New Jersey College of Agriculture and Experiment Station, Rutgers University.

"The time may be coming," Dr. Martin said, "when there will be a great reawakening of the homely virtue of thrift. When that day comes," he told the New England Institute for Cooperation, "it ought to be a red letter day for the cooperative movement."

Reviewing the growth of agricultural cooperatives, which are now estimated to serve more than a third of all the Nation's farmers and from one-half to two-thirds of those in the Northeast, Dr. Martin attributed much of their success to three accomplishments: smoothing the road from producer to consumer, equalizing the farmer's bargaining power, and placing primary emphasis on service.

"That's a fine girl you've married," said the old friend.

"Yes," said the angler absently, "but you should have seen the one that got away."

These folks seem to prefer modern equipment to the methods of "the good old days." Picture sent by Mrs. J. H. B. Rumberger, Warriors Mark, Pennsylvania.



4-H Delegates Hear National Leaders

Delegates from 43 different states attended the fourteenth National 4-H Club Camp held at Washington, June 12-19. These young folks from the Nation's farms were addressed during their encampment by Secretary of Agriculture Henry A. Wallace and by M. L. Wilson, Director of Extension of the United States Department of Agriculture.

An impressive ceremony was held for those delegates at the camp who were approaching their twenty-first birthday. At this program, held at the foot of the Lincoln Memorial, these young folks were formally inaugurated into citizenship on Flag Day, June 14.

Another speaker at this event was Congresswoman Frances Payne Bolton of Ohio, who for seven years has given National 4-H Club fellowships to two outstanding 4-H club members each year for advanced study and research in the Department of Agriculture Graduate School. She urged the boys and girls as they visited the Washington and Lincoln Memorials to pledge themselves to keep faith with the ideals of free living held by such men as Washington and Lincoln.

Homogenized Milk Now Sold In Philadelphia

For several weeks many of Philadelphia's milk dealers have been offering a new product to consumers known as homogenized (pronounced ho-mah-ge-nized) vitamin D milk. This product is being offered in the Philadelphia and nearby New Jersey areas and is being sold at the same price at which vitamin D milk was formerly sold.

One company reports that distribution of this product in Philadelphia is approximately 100 percent ahead of sales of similar products in the country as a whole. New Jersey sales are running about 50 percent above the national average.

Preceding the introduction of homogenized vitamin D milk, extensive research was made into this product, its value as a food, especially for infants and invalids, and of scientific standards to insure its

uniform high value. This research was carried on by Dr. Irving J. Wolman at Children's Hospital and at various infant clinics in Philadelphia.

Homogenized milk differs from ordinary whole milk in that it is put through a process which greatly reduces the size of the fat globules, with the result that the fat in the milk remains throughout the entire volume instead of rising to form a cream layer as ordinarily. The curd formed from this milk is smaller, more uniform in size and because of being soft is much more easily digested.

It is hoped by distributors handling this product and, of course, by producers too, that the introduction of the homogenized milk will result in larger Class I sales.

"Dairy Profits"—Fraser

A new and highly interesting book on dairy farming entitled "Dairy Profits", has recently been written by Wilber J. Fraser, Professor of Dairy Farming at the University of Illinois.

In his book Professor Fraser recognizes that there is hard work connected with dairy farming but he insists also that where wise and careful planning is followed in the selection and development of a herd, then in its feeding and management the reward will be generous.

He sees dairy farming as a means of getting the most from our agricultural resources while at the same time conserving these resources, for the future. He is a strong advocate of careful pasture management and planning and several chapters of his book are devoted to this general subject.

The closing chapter, "Widening Horizons", is devoted to the reward available to the successful dairyman. In it he encourages travel as a means of enjoying a fuller life.

Rastus: "Here's that quarter I borrowed from you last year."

Sambo: "You done kept it so long that I don't know if it's worth while for me to change my opinion of you jest for two bits."

Maryland Plans Institute For Cooperative Leaders

The first annual Maryland Cooperative Institute will be held at College Park on August 13-15, 1940.

The Institute has been planned by a committee composed of representatives of cooperative associations operating in the state and the Maryland Extension Service. It is planned to make this Institute an annual affair.

The purpose of the Institute is to give a greater stimulus to the cooperative movement in Maryland by bringing together managers, directors, employees and leading members of cooperatives for a practical discussion and interchange of ideas on cooperative problems.

The University of Maryland will place its facilities at the service of those who attend. Rooms and meals can be obtained in the new dormitories and dining hall and, for those desiring these activities, tennis courts and athletic field will be available. The special rate of \$6.50 for the three days will include all cost of room, meals and the banquet and for those who cannot stay the full time, proportionate charges will be made for room and meals.

These rates are made with the understanding that sheets, pillows, pillow cases, towels, soap, etc., be brought by those attending, but pillows and linens can be rented for a small charge if so desired.

It is urged that those planning to attend or desiring additional information get in touch with E. I. Oswald, Extension Service, College Park, Maryland, who is chairman of the Committee on Arrangements.

E. Davis Walraven

E. Davis Walraven, 61, passed away at his home near Sudlersville, Md., on June 2. He is survived by his wife; two sons, Edward W. and Kenneth W.; a daughter, Rebecca, and one grandson.

Mr. Walraven was known to a large number of Inter-State members, having been a delegate from his local to several annual meetings and served as a member of the resolutions committee on two occasions.

The National Safety Council recently named Edward Smithwick, Detroit truck driver, as recipient of the Champion Safe Driver award for the entire country. He has driven a truck 1,222,000 miles during the past 16 years without an accident. Smithwick says, "America's best truck drivers are boys from the farm."

Our dictionary is funny. It says the dumb can't talk.

Prices Paid for 4% Milk By Philadelphia Dealers

May, 1940, f. o. b. city plant	
Abbotts Dairies	2.16
Baldwin Dairies	2.33
Breuninger Dairies	2.39
Engel Dairy	2.61
Gross Dairy	2.56
Harbisons' Dairies	2.51
Missimer Dairies	2.67
Scott-Powell Dairies	2.32
Supplee-Wills-Jones Milk Co.	2.23
Sypherd's Dairy	2.50

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.			
Class I	Class II	Class III	
May \$2.85	\$1.35	\$1.10	
June 2.85	1.35	1.08	

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets, as set forth in Order 48, effective February 16, 1940, are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Class III Prices—4.0% Milk

MARKET	MAY	JUNE
All Penna. Markets	\$1.15	\$1.13
Md. & Del. Stations	1.17	1.14
Wilmington	1.17	1.14

Average price 92-score butter at New York: Cents Per Pound

	First Half	Last Half	Monthly
May	28.21	26.93	27.60
June	26.75	27.05	26.90

The May average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.



"What do ya say we go get our daily supplies of milk from our respective sources?"

Classification Percentages—May, 1940

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies, "A"	58.5	8.8	32.7	
" " "B"	50.4	16.9	32.7	
Baldwin Dairies "A"	3.0	12	25	
" " "B"	61	14	25	
Blue Hen Farms	59.8	8.9	31.3	
Breuninger Dairies	63	20	17	
Clover Dairy Co.	63.25	11.48	25.27	42% of Prod.
Eachus Dairies	79	10		
Engel Dairy	78.27	6.81	14.92	75.74% Prod.
Fraims Dairies	72.4	13.51	14.09	
Gross Dairy	70	30	18	69.2% of Cl. I
Harbisons' Dairies	72	75		
Hernig, Peter, Sons	25			
Hill Crest Farms	89.22	6.56	4.22	
Hoffman Dairies (Hntdn)	31.5	62.7		
Martin Century Farms	84.38	15.62		68.49% Prod.
Missimer Dairies	78.1	21.9		
Mt. Union San. Dairy	1-15 90	10	13	
" " 16-31 81	6			
Nelson Dairies	55	33	12	
Penn Cress Ice Cream Co.	36.9	2.4	60.7	
Royale Dairy 1-15	72	8	20	
" " 16-31	69	8	23	
Scott-Powell Dairies	55	39	6	67% of Prod.
Stegmeier, Clayton	59	4	37	
Supplee-Wills-Jones	52.25	28.33	19.42	80.38% of Cl. I
Sypherd's Dairy	71.4	10.1	18.5	
Turner & Wescott	56	37	7	
Walnut Bank Farms	73.08	9.70	17.22	
Waple Dairies	83.8	8.2	8	
Wawa Dairy Farm	59		27	
Williamsburg Dairy 1-15	95	5		
" " 16-31	95	5		

NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess
Abbotts Dairies, "A"	100		Balance
" " "B"	100		Balance
Castanea Dairy Co. "A"	79	Balance	64% of Ex.
" " "B"	87		64% of Ex.
Scott-Powell "A"	97.8	2.2	Balance
" " "B"	100		Balance
Supplee-Wills-Jones	100		Balance

a Martin Century paid in May, Class I, 69.00% at \$2.79; 15.38% at \$2.98; Class II, 12.77% at \$1.53, and 2.85% at \$1.57. (Prices of 4% Grade "A" milk f. o. b. Lansdale.)
b "A" bonus paid on 54.8% of norm.

Feed Price Summary For June, 1940

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	June 1940 (\$ per T.)	May 1940 (\$ per T.)	June 1939 (\$ per T.)	% Change June, 1940 compared with June, 1939
Wheat Bran	30.67	34.34	29.47	-10.69 + 4.07
Cottonseed Meal 41%	40.34	43.62	36.55	-7.52 +10.37
Gluten Feed 23%	29.66	31.27	28.81	-5.15 + 2.95
Linseed Meal 34%	37.76	41.36	48.59	-8.70 -22.29
Corn Meal	35.06	35.06	29.35	0 +19.45
Mixed Dairy Ration: 16%	33.79	35.50	30.24	-4.82 +11.74
24%	39.44	40.21	35.29	-1.91 +11.76
32%	41.19	42.66	38.72	-3.45 + 6.38
Brewer's Grains	31.91	34.66	26.33	-7.93 +21.19

Visitor: "And how old are you, Bobbie?"

Bobbie: "I'm just at the awkward age."

Visitor: "Really? And what do you call the awkward age?"

Bobbie: "I'm too old to cry and too young to swear."

Begin
Lost this day loitering, 'twill be the same old story
Tomorrow, and the next day more dilatory.
Each indecision brings its own delays.
And days are lost lamenting o'er lost days.
What you can do, or think you can, begin it.
Boldness has genius, power and magic in it.

—Goethe

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

May Averages and May and June Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1).

Dealer	Delivery Point	Average Price in May	Class I Price May and June	Class II Price May	Class III Price June
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.57	\$1.54
Abbotts Dairies	Coudersport, Pa.	1.85	2.38	1.49	1.46
" "	Curryville, Pa.	1.89	2.47	1.50	1.47
" "	Easton, Md.	1.94	2.56	1.47	1.44
" "	Goshen, Pa.	2.07	2.63	1.52	1.49
" "	Kelton, Pa.	2.08	2.65	1.53	1.50
" "	Oxford, Pa.	2.08	2.65	1.53	1.50
" "	Port Allegany, Pa.	1.85	2.38	1.49	1.46
" "	Spring Creek, Pa.	1.82	2.34	1.48	1.45
Avondale Farms Dairy	Bethlehem, Pa.	1.80-1.74	2.85	1.42	1.39
Blue Hen Farms	Wilmington, Del.	2.17	2.77	1.67	1.64
Breuninger Dairies	Richlandtown, Pa.	2.15	2.62	1.52	1.49
Centerville Producers' Co-op.	Centerville, Md.	2.38			
Clover Dairy Company	Wilmington, Del.	2.24	2.77	1.67	1.64
Delchester Farms	Edgemont, Pa.	2.33	2.98	1.57	1.54
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.57	1.54
Eachus Dairies	West Chester, Pa.	2.63	2.85	1.42	1.39
Fraims Dairies	Wilmington, Del.	2.39	2.77	1.67	1.64
Harbisons' Dairies	Brandtsville, Pa.	2.25	2.62	1.52	1.49
" "	Byers, Pa.	2.25	2.62	1.52	1.49
" "	Carlisle, Pa.	2.25	2.62	1.52	1.49
" "	Hurlock, Md.	2.20	2.56	1.47	1.44
" "	Kimberton, Pa.	2.25	2.62	1.52	1.49
" "	Massey, Md.	2.22	2.58	1.47	1.44
" "	Millville, Pa.	2.16	2.50	1.51	1.48
" "	Sudlersville, Md.	2.22	2.58	1.47	1.44
Harshbarger Dairy	Altoona, Pa.	1.78	2.96	1.42	1.39
Hernig, Peter, Sons	Boiling Springs, Pa.	1.70	2.58	1.52	1.49
Hershey Creamery Co.	Greencastle, Pa.	2.31	2.85	1.42	1.39
Highland Dairy Co.	Doe Run, Pa.	2.81	2.98	1.57	1.54
Hill Crest Farms	Eddington, Pa.	2.81	2.98	1.57	1.54
Hoffman Dairy	Bedford, Pa.	1.88	2.70	1.46	1.43
" "	Huntingdon, Pa.	2.60	2.98	1.57	1.54
Johnson, J. Ward	Woodlyn, Pa.	2.60	2.98	1.57	1.54
Keith's Dairy	Altoona, Pa.	2.62	2.98	1.57	1.54
Martin Century Farms	Lansdale, Pa.	2.60	2.98	1.57	1.54
Miller-Flounders Dairy	Chester, Pa.	2.65-2.47	2.70	1.46	1.43
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.28	2.98	1.57	1.54
Nelson Dairies	Jeffersonville, Pa.	2.28	2.98	1.57	1.54
Pebble Hill Farm	Doylestown, Pa.	2.01	2.96	1.42	1.39
Penn Cress Ice Cream Co.	Cresson, Pa.	2.27-2.22	2.58	1.42	1.39
Royale Dairy	Lewistown, Pa.	2.07	2.60	1.47	1.44
Scott-Powell Dairies	Clayton, Del.	2.13	2.66	1.53	1.50
" "	New Holland, Pa.	2.16	2.71	1.53	1.50
" "	Pottstown, Pa.	1.99	2.44	1.47	1.44
" "	Snow Hill, Md.	2.02			
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.33	2.96	1.42	1.39
Stegmeier, Clayton	Tamaqua, Pa.	1.94	2.47	1.50	1.47
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	1.98	2.55	1.51	1.48
" "	Chambersburg, Pa.	1.94	2.49	1.47	1.44
" "	Hagerstown, Md.	1.99	2.58	1.47	1.44
" "	Harrington, Del.	1.97	2.53	1.51	1.48
" "	Huntingdon, Pa.	2.05	2.67	1.53	1.50
" "	Leaman Place, Pa.	1.98	2.55	1.51	1.48
" "	Lewistown, Pa.	1.98	2.55	1.51	1.48
" "	Mercersburg, Pa.	1.99	2.58	1.47	1.44
" "	Mt. Pleasant, Del.	1.98	2.55	1.47	1.44
" "	Nassau, Del.	1.93	2.47	1.47	1.44
" "	Princess Anne, Md.	1.99	2.58	1.47	1.44
" "	Townsend, Del.	1.98	2.55	1.51	1.48
" "	Waynesboro, Pa.	1.99	2.58	1.47	1.44
" "	Worton, Md.	2.15	2.85	1.42	1.39
Swavely, H. R. Dairy	Pottstown, Pa.	1.90			
Sylvan Seal Milk Co. (Del. only)	F. O. B. Farm	2.13	2.65	1.53	1.50
Turner & Wescott	Glen Roy, Pa.	2.45	2.98	1.57	1.54
Walnut Bank Farms	Quakertown, Pa.	*2.44	2.70	1.46	1.43
Waple Dairies	Tyrone, Pa.	2.11	2.98	1.57	1.54
Wawa Dairy Farms	Wawa, Pa.				

* The amount paid on account was equivalent to this price.

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

x \$1.17 per cwt. for 4% distress milk not included.

z \$1.28 per cwt. for 4% distress milk not included.

Secondary Markets

LANCASTER

The regular monthly meeting of the Lancaster Inter-State Milk Market Executive Committee was held the evening of June 24. It was reported that local supplies of milk were moving satisfactorily and it appeared that the supply was slackening somewhat.

The Lancaster milk dealers were congratulated on the excellent support they gave June Dairy Month with window displays and other sales helps.

Market Manager C. E. Cowan reported on the delegate meeting of the Metropolitan Cooperative Milk Producers' Bargaining Agency held at Syracuse, N. Y., where the Agency decided to petition for a hearing to secure a new price schedule effective August 1.

In this petition they will be asking that bottom prices be established as follows: \$2.35 per hundred pounds of 3.5 percent Class I milk during April, May, June and July; and \$2.82 for the balance of the year. The provisions of the order which would automatically fix higher prices in case butter went above certain levels would be retained.

The May price of milk shipped from Lancaster to New York City was \$1.615 for 3.5 percent milk. This price was based on the following percentages and on class prices announced by the Market Administrator as effective in the 201-210 mile zone.

Classes	Percentages	Class Prices
I	34.90	\$2.450
II-A	13.86	1.650
II-B	4.30	1.391
II-C	2.43	1.341
III-A	9.11	1.336
III-B	16.29	1.291
III-C	11.01	1.101
III-D	3.05	1.066
IV-A	1.49	.991
IV-B	3.56	1.032

TRENTON

The production trend in the Trenton area seems to have its ups and downs, with the present level slightly higher than a year ago. Production the last week of June was slightly higher than the previous week and although the supply is not alarming, it is difficult to find new outlets for producers who lose their markets.

A few producers have sold out their dairies rather than try to meet the present strict sanitation requirements, and it is reported that others are considering the same course.

The season has been late this year but growing conditions have been good. The pasture is above normal and a good supply of hay seems to be assured for the coming winter.

Cooling Pays

A few simple fundamentals are necessary for the effective cooling of milk. Heeding these points pays; neglect of them may result in rejected milk and financial loss.

First in importance is to use cold water. Whether the water is naturally cold, cooled with ice or cooled with refrigeration is not as important as the fact that it be well below the temperature to which the milk is to be cooled. In other words, it would be virtually impossible to bring milk down to 60 degrees if the cans were immersed in water at 58 degrees, but if the water temperature were in the 40's or high 30's, there would be no trouble.

A dairy thermometer is a useful tool around the milk house. It will tell you, without any guess work, exactly how cold the water is and exactly the temperature of the milk.

Secondly, unless the milk is cooled immediately after milking there will be a tremendous bacterial growth with high counts, regardless of care given it before or after any postponed cooling.

Another important point is to see that the water level in the cooling tank is at least as high as, if not an inch or two higher than, the level of the milk in the cans that are immersed in the tank. That usually means that the water must be around the neck of the can.

It is more practical to keep the water in the cooler at a low temperature from day to day than to allow it to warm up and then cool it again. Recooling takes ice or electricity.

It is important also that the water in the cooler be kept clean. This requires that the cans be clean when set in the cooler, that care be taken to spill no milk, and that the cover of the cooling tank be kept closed so as to keep out any loose dirt.

It has been found that agitating the water in the tank will speed the cooling process, but of course this agitation can not be used as a substitute for cold water, only as a supplement to it.

In case you're thinking of making a speech, here's a good formula: Have a good beginning and a good ending. And keep them as close together as possible!



This scene, sent us by E. J. Farabaugh, Loretta, Pennsylvania, is our answer to the critics who said last January, "Isn't it cold enough without showing all that snow on your cover page?" A look at this scene should help us forget our July heat just a little bit.

If You "Quick Freeze" Corn

Research work carried on by the United States Department of Agriculture reveals the best methods of preparing corn for quick freeze storage. Corn, like most vegetables, must first be scalded in boiling water or live steam to stop the action of plant enzymes which cause off-flavors and odors in food.

In the case of corn it was found that approximately half of the sugar content was lost if the corn was removed from the cob before this scalding process. It is recommended therefore, that the corn be scalded before cutting from the cob.

Thank goodness we live in a free country, where a man may say what he thinks if he isn't afraid his wife, his neighbors or boss will criticize him, and if he's sure it won't hurt his business or reputation.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative.

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during May, 1940.

Farm Calls.....	1831
Non-Farm Calls.....	472
Butterfat Tests.....	3105
Plants Investigated (first half May)	17
(second half May)	29
Herd Samples Tested.....	507
Brom Thymol Tests.....	800
Microscopic Tests.....	253
Sediment Tests.....	49
Membership Solicitations.....	334
New Members Signed.....	42
District Meetings.....	3
Attendance.....	39
Committee Meetings.....	7
Attendance.....	74
Other Meetings.....	5
Attendance.....	206

A Page For Inter-State Women

Building a Better Community

How Mrs. Clarence Engle has made Glendale a better place in which to live, as told by Mary M. Leaming, Camden county, New Jersey, Home Demonstration Agent.

INITIATIVE and thoroughness, coupled with kindness, describes a philosophy that makes Mrs. Engle such a valuable member of a little community called Glendale in Camden County, New Jersey.

Let me introduce you to Mrs. Clarence J. Engle, a farmer's wife, an ardent community worker, and the mother of four adolescent children, including twins who this year graduated from the Haddonfield, N. J., High School.

Mrs. Engle is one of those positive individuals who, finally having arrived at a decision, adheres to it. When she says she'll do a thing, she means it, and by the same token if she ever said "no" to anyone, it's our guess she'd mean that, too. But we don't believe "no" is a part of the language Mrs. Engle knows.

4-H Club Leader

For almost five years Mrs. Engle has directed the girls' community 4-H Club. Under her patient and understanding direction, adolescent girls have learned many of the fundamentals of homemaking—not just sewing and cooking, but the philosophy that underlies and dignifies homemaking—a respect for family feelings and an appreciation of the complexity of housekeeping. She has seen "her" girls advance from learning to thread a sewing machine to confidence in choosing a pattern, selecting an appropriate material, and going at the job in a business-like way. She has emphasized the need for care and best use of materials available. A 4-H girl in Glendale sees that snaps and hems are in good condition when she comes to a 4-H meeting.

Mrs. Engle has looked after the health of her young folks. Nutrition work in her club means eating properly, not just cooking properly; and housekeeping and lessons in interior-decoration principles extend to the care of the girls' own rooms! But best of all, Mrs. Engle is a friend of every girl in the club. She has camped with them at the South Jersey 4-H Camp for four successive years and has taken them on picnics.

On Sundays you will find Mrs. Engle teaching her Sunday School class in the little community chapel. If there's a community function going on, it's Mrs. Engle who will be the first to come, and one of the last



Mrs. Calvin W. McCleary of Elkton, Maryland, is a Review picture contest winner with this striking view of poplar trees silhouetted against a summer sky.

to go. She helps wash dishes for the community supper, plans and buys the food supplies, and, if need be, builds the fire.

Mrs. Engle extends her influence beyond Glendale, too. She's their representative on the Board of Directors of the Camden County Home Economics Extension Service and that body has seen fit to make her the county representative to the New Jersey Home Economics Extension Council.

Faith and Efficiency

An abiding interest and faith in her family and efficiency in her home are the keynotes of Mrs. Engle's success. The home is a typical farm home, but, unlike many farm homemakers, she knows exactly how the family finances have been spent over a period of many years. That doesn't mean she pours over account

books hours at a time nor makes the family miserable about the last penny, but just the good business procedure of keeping accounts daily, instead of trying to remember weeks later what and how money was spent.

One would need only to taste the cake she takes to a local Grange meeting to know of her culinary skill—or eat her snapper soup or watch her can asparagus to verify her ability as an expert technician in preparing food. The need of a new spring coat by one of the girls brings her skillful needle into play, and, too, she's an expert with the dye pot.

Has Time For Play

But Mrs. Engle has time to play with her own children, help them with a difficult school problem, or go on a fishing trip with her husband. A guest at her table feels truly a part of the family group, and what more gracious thing can be said of anyone's hospitality?

Yes, Mrs. Engle has command of the situation, and her family and the community feel her an indispensable part of them. How do we know? Well, visit in her home, talk with her neighbors, watch the type and variety of activities in which she participates—they all point to a woman of strong character, willing and able.

Dairy Circulars

Two circulars of interest to milk producers were recently issued by Pennsylvania State College. They are circular 221 "High Quality Milk Production" and circular 222 "Variations In The Percentage of Fat In Cows' Milk". These circulars were written by I. E. Parkin, Dairy Extension Specialist, Pennsylvania State College.

Copies can be obtained from Pennsylvania State College, State College, Pa., or in the case of Pennsylvania producers, also from the county extension office.

Two friends were on a train which was held up. With the robbers only a few seats away, one nervous passenger put his hand in his pocket, drew out a bill and held it out to his friend.

"Here, Sam," he said, "here's the ten dollars I owe you."

Commission Goes to Court On Consignment Sales

THE Pennsylvania Milk Control Commission took two aggressive steps late in June for the enforcement of the State Milk Control Law.

One of these was the obtaining of an order from the Dauphin county court restricting dealers in going on the "consignment" basis, and the other was action against a Lancaster dealer for operating without bond or license and to prevent him from carrying out consignment contracts with producers, which would have been an evasion of the Milk Control Law.

In the order obtained from the Dauphin county court it was decreed that dealers who have already obtained injunctions to prevent the Milk Control Commission interfering with their "consignment" contracts with producers be required to post bonds for the protection of producers while the case, which has been appealed by the Commission, is being decided by the State Supreme Court. The Commission or other interested parties were also given authority to demand additional bond or bonds of such dealers, which must be filed with the court, "as may be necessary for the protection of milk producers during the pendency of this appeal."

This order further decreed "that no milk dealer having knowledge of this decree shall fail to comply with the provisions of the Milk Control Law as to bonding and price fixing and other matters during the pendency of the above appeal unless so authorized by an order of a court of competent jurisdiction."

In the Lancaster case a bill of complaint was filed, as stated in the Lancaster Intelligencer Journal, "asking the Lancaster County court to restrain Rohrer's Med-O-Farms Dairy, Inc., from engaging in business until it has obtained a proper license from the commission and agrees to pay prices to producers established by the commission."

This bill of complaint was filed by Frank E. Coho, counsel for the Commission and Judge Schaeffer issued a rule returnable on July 8, ordering the dairy to show cause why a preliminary injunction should not be issued restraining it from operating.

In this press report it was stated that "The court was asked to order the firm to stop the following: operating without a license; buying milk from producers for storage,

manufacture processing, distributing and sale, until it has a license; selling or distributing milk without a license; buying milk unless a bond is filed; entering into contracts in violation of the state law, and paying less than the minimum prices set by law."

It was alleged in the statement given by the Commission, as reported by the Lancaster New Era, that this dairy "has obtained signatures of some producers on contracts but has refused to give the producers copies." The same newspaper reports the defendant as "threatening to refuse to receive the milk of those producers who do not sign the contract."

Food Stamp Plan Has Successful Year

The food stamp program for removing surpluses of food products while helping the jobless has been in operation slightly more than a year. In a report covering the accomplishments of the plan, Secre-

tary of Agriculture Henry A. Wallace stated, "the program has been placed in operation in a total of 68 areas, and 12 additional areas have been designated for food stamp plan operations in the near future."

He comments further, "It seemed particularly important to get them (surplus foods) to the unfortunate children in our poorer families as a matter of national health defense."

Up to May 1, 1940, approximately \$10,400,000 has been expended for surplus foods by means of stamps which are usable only for certain specified food products. Of this amount nearly \$2,000,000 was spent for butter and about \$1,900,000 for eggs, \$1,700,000 for fresh and dried fruits and \$2,500,000 for pork and lard.

Approximately 1,300,000 people are being benefited directly through the operation of this plan which makes it possible for them to increase their food purchases by 50 percent. This is accomplished by permitting relief families to purchase orange food stamps at their face value which are good for any food products, and with these stamps they are given additional blue stamps equal to one-half the value of the orange stamps. These blue stamps can be used only in the purchase of the specified surplus foods

Cooperative Leaders Will Analyze Programs

WHEN the American Institute of Cooperation holds its sixteenth annual session at Michigan State College, East Lansing, Michigan, on July 8-12, a wide variety of vital subjects will be analyzed and discussed by cooperative leaders from every section of the country.

The underlying themes of the Institute will be "Functions of Cooperation" and "Improving Cooperatives' Business Practices," according to an announcement by Charles W. Holman, secretary of the Institute. Mr. Holman states that more than 100 speakers will appear on the program, which will be attended by approximately 3000 farm leaders and educators.

One subject of vital interest to every American farmer which will be one of the major topics of the Institute, is the effect of the European war upon American agriculture and steps the farm cooperatives must take in order to key their programs to the adjustments in agriculture occasioned by the war.

Opening each day's session will be an "early bird" meeting for the discussion of cooperative principles and the relation of cooperatives to

the individual, community, and modern society.

Two luncheon conferences will be held each noon, one to deal with cooperative publications and public relations, the other with membership relations work.

Various phases of cooperative business practices will be discussed during the forenoon session each day while the afternoon meetings will be given over largely to the discussion of special problems facing cooperatives engaged in the handling of various commodities.

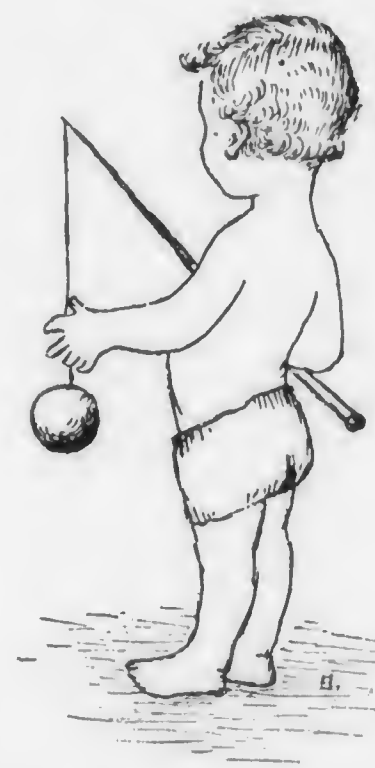
Dairy cooperative leaders will meet in two different sessions, one primarily for cooperatives engaged in the manufacture of dairy products and the other for fluid milk cooperatives. Speakers of national reputation will feature these programs and will include A. H. Lauterbach formerly general manager of Inter State Milk Producers' Cooperative; Fred H. Sexauer, president of the Dairymen's League; and Dr. E. V. McCollum of Johns Hopkins University.

Your work can speak louder for you than you can for yourself.

Baby Clinic—2 P. M.

The Dairy Council Pays a Visit to a Baby Clinic and Makes Some New Friends

Mute evidence of important business inside is this line-up of empty baby buggys outside the Settlement House. Inside, Miss Lucy Queal of the Philadelphia Inter-State Dairy Council, points out to interested mothers the relative value of foods on the wall chart. In the third picture, Dr. Margaret Miller examines one of the small patients while other mothers get their babies ready for inspection.



By JEAN H. MACKEY

ONE very hot afternoon last month your Dairy Council reporter made her way to northeastern Philadelphia to visit one of the Dairy Council's most interesting and most productive fields of endeavor. It was a little past two when she found her way upstairs to the clinic room, full to overflowing with mothers and squirming, crying, playing children of from 3 months to 3 years old. It was a very friendly gathering, in spite of the noise and the fact that some mothers had waited more than an hour to see the busy doctor.

There was a great deal of comparing of notes. Johnny Jr.'s gain of two pounds was contrasted with Mary Ann's loss of a half pound. Formulas and data on progress floated through the air, while babies were bounced up and down and kept as quiet as possible. All the while, the line kept moving up as mother after mother received advice

and help in the consulting room.

But what has the Dairy Council to do with all this, you ask? A great deal. For it is here and in other clinics like this, that the Dairy Council puts in some of its most productive hours. Here, nutrition experts like Miss Queal, bring cooking utensils, food, milk, and charts to demonstrate food values and set up demonstration tables right in the clinic.

As the demonstration begins, talking stops, and mothers gather round so as not to miss a moment of the lecture which is quite as precious to them as a new hat or the latest style in dresses. For this concerns their first and dearest interest—their children's health.

When the demonstration is completed and the dietitian has shown her willing listeners how to use milk in several new ways so that children will have all of this basic food they need, the delicious odors attract even the smallest children who cluster around the table. Mothers smile for they know that they've

found a new way to make Johnny and Mary Ann "eat" their daily milk.

Often indeed, clinic doctors tell us that the Dairy Council in this way solves the case of the growing child who thinks he doesn't like milk and will not drink his daily quart. "Problem after problem is solved," said Dr. Miller, "by a bit of psychology, the cooperation of mother, family, and doctor, and very often the Dairy Council food expert."

But the most important phase of this Baby Clinic work that the Dairy Council is doing is not the solving of present, daily problems, though they are of first importance. It is, rather, the fact that here it is educating from the cradle up, the mothers and fathers of the world of tomorrow to realize the tremendous importance of healthful eating and drinking for building strong bodies and clear brains. This is field work for the future that pays enormous dividends. This is the foundation upon which teachers will later build their programs when these same toddlers come to them for instruction in public schools and colleges—the place where the Dairy Council follows up with its school teaching and material. This is the cornerstone for the even further education of adults in health practices and the realization of the continued importance of milk in their diets.

Such far-reaching results are the outgrowth of the work of the Dairy Council in those brick buildings and stone houses, hospitals and schools where the baby buggys line up once a week under the sign—

Baby Clinic—2 P. M.'!"

The Dairy Council is extremely grateful to Dr. Margaret Miller for her helpful cooperation with its work in her clinic. We are sure that her efforts will be far-reaching in their results for health and happiness.



The Co-op, and Its Second Generation Members

THE SUCCESS of an older cooperative in the world of today and tomorrow depends entirely on how well it adapts itself to new conditions and circumstances. The manner in which it adapts itself is influenced by its heritage from the past. It cannot start from scratch like a new co-op. It has positive advantages which no new co-op can hope to have—such as operating experience and the public and industry goodwill so vital to success. It should be emphasized again, however, that like any inheritance from the past, the cooperative may also have negative attributes which should be discarded.

When their first ambitions have been attained, some of these older cooperatives have been content to rest on their oars. They have watched their competitors meet the challenge of the pace which they set—but they have failed to pull out into the lead again. They have protected their gains, but have neglected to see the need for new objectives—new and better ways of serving farmer members.

No "Status Quo"

The more alert and successful of the older organizations, however, have been quick to tackle other problems and extend their fields of usefulness. They have recognized that in a changing world there is no such thing as *status quo*. There is always need for improvement and for better services—perhaps never more so than today—and for meeting the constantly arising problems of marketing, transportation, and distribution.

For one thing, these more alert and successful cooperatives have shifted from their earlier attack on the excessive profits which were thought to be going to private middlemen, to a continuing effort toward minimizing costs and increasing returns to patrons. This has involved activities which are far and wide from those which originally may have been contemplated—ranging from the addition of new and improved marketing functions, to the taking on of side lines and services which might add to the sum total of cooperative effectiveness.

This increasing emphasis on efficient operation and lower costs has brought about two important types of change among cooperatives, both of them in keeping with general trends among other handlers of

By
TOM G. STITTS, Chief
*Cooperative Research and
Service Division
Farm Credit Administration*

farm products. One of these has been a more integrated or diversified type of service. In other words, one organization takes on an entire series of marketing functions that were formerly done by several agencies. For example, the cooperative may have started out as a local shipping or processing organization. In order to do a more effective job for members, it has gradually taken on more and more of the jobs necessary to carry the product on to the consumer—such as transportation, advertising, central market wholesaling, and even retail distribution in some cases. In a similar way, cooperative purchasing associations have become more integrated through their overhead purchasing or marketing organizations, cooperative research laboratories, and cooperative factories to produce the farm supplies they sell to members.

Changes in Objective Necessary

The other change has been a trend toward handling larger volumes per operating unit as a means of obtaining lower costs. This has meant enlarging the trade territory of the local cooperative—and the trend in this direction has been encouraged by the development of better roads and more rapid transportation facilities. It has meant that fewer organizations are needed today to give farmers the same assurance of a ready marketing outlet. And it raises the problem in many sections of the country of merging some of the older local cooperatives into larger operating units which can take advantage of the new chances to operate at lower costs.

These changes and new cooperative objectives have become necessary if we are to keep the cooperatives ahead of or even up with the passing show. To put it in one sentence, the co-op which has most successfully solved its second generation problems is the one which—through its flexibility of operations—has translated the need of the moment into a direction for cooperative activity.

In the instance of some of the older cooperatives, the inheritance which has been passed on to the second generation of members has sometimes been a handicap to this necessary flexibility. Take, for example, a board of directors handed down from the previous generation. It may be, on the one hand, a well-seasoned and capable body—or it may be more or less afflicted with a dry rot of self-perpetuation.

Experience Balances Enthusiasm

We must grant that age and experience are valuable assets on any board of directors. No one can have worked with cooperatives for many years without appreciating the real contribution made and the unselfish efforts put forth by those who blazed the trail and stuck by their associations against all odds. Yet it is my firm belief that youth and enthusiasm also have a place in an effective cooperative, especially if the organization is to extend its benefits beyond its first generation of members. The task is to strike the right balance between the conservatism customarily associated with age and experience, and the enthusiasm of youth.

In many respects the cooperative can be likened to the human organism. Its life blood is its membership. So long as that life blood keeps circulating and replenishing itself and permeates every part of the organism, there is life and activity. The board of directors of the cooperative may be compared to the nerve centers of the body. They are charged with the task of directing the organization's functions.

But nerve tissue wears out and needs replenishing just as do blood cells and muscle tissues. The nerve center as a directing force must provide for replacement of its own exhausted nerve tissue. Cooperatives, if they are to survive through succeeding generations, must also replenish their directing force—their boards of directors.

Watch future issues of your REVIEW for a continuation of this discussion on "second generation members."

A man can fail many times, but he isn't a real failure until he begins to blame someone else.

Butter Program Continues Stabilized Prices Is Aim

THE UNITED STATES Department of Agriculture announced, on June 20, its approval of the continuation of the butter stabilization program for the storage season from May, 1940, to April, 1941. Under this program the Dairy Products Marketing Association will be in a position, whenever necessary during the season, to carry on butter marketing stabilization operations. This work will be under the direction of the Secretary of Agriculture.

The operations are made possible through a \$7,000,000 loan approved by the Commodity Credit Corporation for buying and storing up to 25,000,000 pounds of butter.

The butter bought by the DPMA under this program is to be held in storage, available for resale to the commercial trade at prices representing a reasonable seasonal increase and at least enough to cover the purchase price plus handling and carrying charges. Butter not resold to the commercial trade may be sold to the Federal Surplus Commodities Corporation for relief distribution.

Loans Repaid In Full

During the 1938-39 butter storage season 114,000,000 pounds of butter were purchased, the total loan reaching \$31,646,000. In the 1939-40 season slightly under 13,000,000 pounds were purchased, with loans totaling \$3,300,000. These loans have been repaid in full.

Of the 13,000,000 pounds bought by DPMA in the 1939-40 season, 9,000,000 pounds were resold to the trade and 4,000,000 pounds to the FSCC. In addition, the FSCC bought approximately 6,000,000 pounds direct. Approximately 5,000,000 pounds of butter were sold under the food stamp plan to needy families, all of which moved through regular trade channels.

The purpose of the combined program operated through the DPMA and the FSCC is to help increase and maintain returns to producers by improving the average market prices of dairy products for the season as a whole through surplus removal and related measures, thus increasing the consumption of surplus dairy products among needy families.

It has been estimated that in our own market every cent increase in butter price obtained through the work of the DPMA and other programs results in 4 to 5 cents per hundred pounds increase in the price of Class II and Class III milk.

This gives the butter stabilization program a definite financial value to the eastern milk producers. Also, since butter prices largely influence prices of all manufactured dairy products, it has tended to stabilize dairy prices throughout the entire country.

Electric Fences Must Be Properly Installed

Electricity is powerful stuff. For that reason, farmers who are just getting high-line electric service will play safe by not rating the new source of power too lightly.

J. R. Hoswell, extension agricultural engineer at Pennsylvania State College reminds us that frequent reports are heard of livestock being killed by a home-made electric fence device or some cheap, unapproved controller. The most recent item was about a pig a farmer's son was trying to train. It was pure luck that the boy was not killed as was the pig.

Wisconsin has established safety standards for all electric fences that may be legally used in that state. So far no deaths have been reported in Pennsylvania from such devices. According to Professor Hoswell, one of the requirements is a ground at the controller that prevents a breakdown from charging the wire too highly. The statement of approval should be on the box of each controller sold.

Shocks that men could barely feel knocked over one child. What may be amply safe on a dry day may kill on a wet one. It does not pay to take chances to save a few dollars.

There is a tide in the affairs of men which, taken at the flood, leads on to fortune; omitted all the voyage of their life is bound in shallows and in miseries; and we must take the current when it serves, or lose our ventures. —*Wm. Shakespeare.*

"All those fond of music step two paces forward," sang out the Top Sergeant just before the company was dismissed.

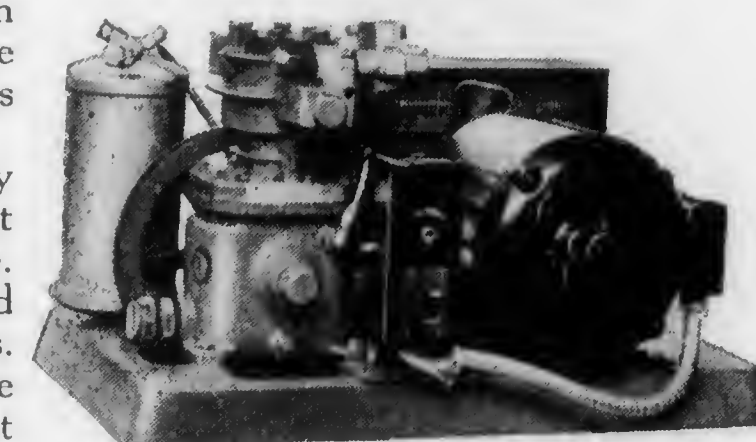
With visions of a soft job in the regimental band half a dozen men stepped out.

Growled the T.S.: "All right now, you six guys get busy and carry that piano up to the top floor of the officer's quarters."

Business is like a wheelbarrow—it stands still unless someone pushes it.

For Every Dairy COOLING REQUIREMENT

M & E Automatic Refrigerating Compressors bring modern, profitable, low-cost cooling and storage to all farms, large or small. Electric motor or gasoline engine powered, heavy-duty compressors in models and capacities to meet all requirements. Equipment that quickly earns its cost by protecting quality and profits—preventing waste.



M&E Model 20-25-33
3 Cylinder, 1 1/4" Bore, 1 1/4" Stroke
1/5-1/4-1/3 HP Motor

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The Future Farmer

The Future Farmer is "Learning to Do" The jobs set forth in his plans Discovering the truths he never knew By thought, and toil of his busy hands. By guidance of the teacher near The doubtful things are made more clear.

The Future Farmer is "Doing to Learn" Many new jobs about the farm. Making a spray to prevent tip-burn. Protecting the spuds from nature's harm. Learning in school the scientific way. Saying with farmers, "Let us Spray".

The Future Farmer is "Earning to Live" By selling the products of his toil Planning that animals and plants each give Their substance from the virgin soil. Learning to sell the cooperative way From his experience day by day.

The Future Farmer is "Living to Serve" In school, at home and on the farm. From jobs well done, he'll never swerve From instruction in nature's charm. To do, to learn, to live, this is the plan. The F.F.A. method of making a man.
NORMAN RATCHFORD,
West Chester, Pa.

Market Situation Holds Firm

IN spite of the heavier milk production on June 1 than for the corresponding day in any other year, the dairy picture has remained relatively strong. Consumption of manufactured dairy products is continuing at a high level.

Milk production, as reported by the Agricultural Marketing Service of the USDA averaged 18.03 pounds per cow per day on June 1, very slightly higher than one year earlier and one pound more than the 10-year (1929-38) average. The Pennsylvania and Maryland reports for that date, with 22.7 and 18.7 pounds per day, respectively, show higher production than a year ago and higher than the 10-year average, while New Jersey, with 21.4 pounds was very slightly less. Total production for the country was about 2 percent higher on June 1 than a year earlier.

Pasture conditions showed rapid improvement throughout most of the country during May, this improvement probably continuing well into June with good rains over most of the dairy section. In the North Atlantic area pastures were rated on June 1 as 88.6 percent of normal, which is better than on that date during any of the past six years.

The fluid milk market report of the USDA shows relatively few changes in June. Class I decreases were reported as follows: Washington, D. C., 3 cents per hundred pounds; Canton, Ohio, 35 cents; Forth Worth, Texas, 10 cents. A flat price decrease of 20 cents became effective in Shreveport, La. Richmond, Va., reported a 6-cent increase.

The retail price at Minneapolis is reported as 1 cent higher in June, while the Canton, Cincinnati and Cleveland, Ohio, markets each experienced 1-cent decreases.

Fluid milk sales showed a decrease of 2.41 percent in May from a year ago, according to the Milk Industry Foundation reports covering 136 markets. It is probable that much, if not all, of this decrease can be attributed to the drivers' strike in Chicago, which drastically reduced milk deliveries for about 10 days during the month.

The same report shows a decrease of 3.17 percent in payrolls and a decrease of 1.68 percent in employment as compared with 1939. These figures were doubtless affected also by the Chicago strike.

The cream market in Philadelphia has been relatively steady during the past several weeks.

Cream meeting the approval of Pennsylvania, Newark and Lower Merion Township inspections has been selling quite regularly at \$13.75 per 40-quart can of 40 percent cream. Cream meeting Pennsylvania approval only has been quoted at \$13.00.

The \$13.75 price is equivalent to \$1.67 per hundred pounds of 4 percent milk, with no allowances for cost of handling and separation or for skimmilk value. The \$13.00 price would be equivalent to \$1.58 per hundred pounds. The June Class II price of 4 percent milk was \$1.54 f. o. b. dealer's plant in Philadelphia.

Storage supplies of butter totaled 25,359,000 pounds on June 1, as compared with 84,437,000 pounds one year earlier. Almost 16,000,000 pounds was moved into storage during May, as compared with a 5-year average of 21,746,000 pounds.

Cheese storage supplies on June 1 totaled 87,393,000 pounds for all varieties, as compared with 79,272,000 pounds one year earlier and a 5-year average of 76,598,000.

Butter prices are steady. The New York June market closed at 27.25 cents for 92-score and averaged 26.9 cents, 2.84 cents higher than in June, 1939.

The future of butter prices is somewhat uncertain, with a good demand and smaller than average storage supplies balanced by good production conditions and prospects for a satisfactory production of dairy feeds for the forthcoming season.

Evaporated milk production reached 281,960,000 pounds in May, a 5 percent increase over May, 1939, and 19 percent over the 5-year average. Production each month of 1940 has been substantially higher than either the corresponding month in 1939 or the 5-year average figure.

It is reported that there were 287,778,000 pounds of evaporated milk in manufacturers' hands on June 1, a 38 percent increase over a year earlier and 47 percent above average.

Production of condensed milk reached 4,906,000 pounds in May, which is 69 percent above a year ago but very slightly less than the 5-year average.

Three-year high—The Dairy Situation, published June 18 by the USDA, reports that dairy products prices and prices to producers for milk and butterfat were the highest in May, 1940, of any May since 1937.

This report states "General busi-

ness activity is expected to increase during the next few months if the war continues. Further increases in industrial production would further strengthen the domestic demand for dairy products." Exports of concentrated milk products were reported as having shown a slight increase in recent months, but these are still of relative unimportance compared with our domestic markets.

Consumption of dairy products, on a milk equivalent basis, was reported as about 2 percent less in April than a year earlier, while apparent consumer expenditures were about 14 percent larger. Much of the decrease in consumption was probably due to less butter being distributed for relief. Cheese consumption was also somewhat less.

Feed prices showed some decrease in June as compared with the preceding month, the decreases ranging to as much as 10.69 percent. Compared with a year earlier, however, all feed prices except linseed meal, which dropped 22 percent, showed increases of 4 to 21 percent. For more complete data on feed prices see the tabulation on page 6.

Date	92-Score Philadelphia	Solid Pack New York	Chicago
3	27 -27 1/2	26 3/4	26
4	27 -27 1/2	26 3/4	26
5	27 -27 1/2	26 3/4	26
6	27 -27 1/2	26 3/4	26
7	27 -27 1/2	26 3/4	26
8	27 -27 1/2	26 3/4	26
10	27 -27 1/2	26 3/4	26
11	26 3/4-27 1/4	26 3/4	26 1/4
12	26 3/4-27 1/4	26 3/4	26 1/4
13	27 -27 1/2	26 3/4	26 1/4
14	27 -27 1/2	26 3/4	26 1/4
15	27 -27 1/2	26 3/4	26 1/4
17	27 -27 1/2	26 3/4	26 1/4
18	27 -27 1/2	26 3/4	26 1/4
19	27 -27 1/2	26 3/4	26 1/4
20	27 -27 1/2	26 3/4	26 1/4
21	27 -27 1/2	26 3/4	26 1/2
22	27 1/2-28	27 1/4	27
24	27 1/2-28 1/4	27 1/2	27
25	27 1/2-28 1/4	27 1/2	26 1/2
26	27 1/2-28 1/4	27 1/4	26 1/2
27	27 1/2-28	27 1/4	26 1/2
28	27 1/2-28	27 1/4	26 1/2
29	27 1/2-28	27 1/4	26 1/2
Average	27.38	26.90	26.27
May, '40	28.21	27.60	26.42
June, '39	24.42	24.06	23.65

Dr. George S. Langford of the University of Maryland reports great progress in developing a disease which practically destroys Japanese beetle grubs. A single grub plays host to from three to five billion of the death-dealing bacteria. Plans are under way to inoculate infested areas.

"You want me to raise your salary, eh?" growled the boss to his employee. "Give me at least two good reasons."

The employee gazed meekly at his employer and murmured, "Twins".

Who Is a Member?

In his talk before the annual meeting of the Pennsylvania Farm Bureau Federation, Professor Wm. V. Dennis, Rural Sociologist at Pennsylvania State College, asked the rather innocent question "Who is a Member?" He then proceeded to shake up the minds of many attending the meeting on this point and did much in convincing them that true membership in a cooperative is in the heart of the member and not that he just "joined".

He said in positive tones:

"We are members only when we choose to be!
We are members only when we decide to be!
We are members only when we want to be . . .
not by accident, not by chance, not by any painless method!"

Name Judges For National Dairy Show

The list of judges and the judging schedule for the National Dairy Show, to be held at Harrisburg, in October, has recently been announced by the National Dairy Association. Judging will start on Monday, October 14, with John Cochrane of Pennsylvania judging the Ayrshires and Paul Misner of Maryland judging Holsteins, each of them continuing their work on Tuesday.

Brown Swiss and Jerseys will be judged on Wednesday and Thursday, October 16 and 17, with Elmer Hansen of Iowa judging the Brown Swiss and C. S. Rhode of Illinois, assisted by Ted Fansher of Missouri, placing the ribbons on the Jerseys.

The Guernsey judging will be held on Thursday and Friday, October 17 and 18, with Guy Harmon of Maryland placing the ribbons and George Newlin of Michigan serving as associate judge.

Total prize money for all breeds will be \$14,603. Of this amount, \$7,500 is being offered by the Dairy Show and the remainder by the breed associations. Totals for each breed follow: Ayrshires, \$3,000; Brown Swiss, \$2,103; Guernseys, \$3,500; Holsteins, \$2,500; and Jerseys, \$3,500.

In addition, numerous cups and trophies are offered in each of the breeds for the winners in various special classifications.

The husband drew up his chair beside his wife's sewing machine. "Don't you think it's running too fast?" he said. "Look out! You'll sew the wrong seam! Mind that orner, now! Slow down, Mind our finger! Steady!"

"What's the matter with you, ohn?" said his wife, alarmed. "I've been running this machine for years!"

"Well, dear, I was only trying to help you, just as you help me drive the car."

Bulletin On Milk

Complete yet concise, scientific yet interesting, aptly describes the new bulletin "Milk As A Food Throughout Life" recently published by the Agricultural Experiment Station of the University of Wisconsin. This forty-page bulletin is well illustrated and describes interestingly the composition of milk, why it is such a valuable food and the place filled by each of the constituents of milk in the nutrition of our bodies.

It also describes briefly the various processes used in preparing whole milk for the consumer and the effect of each of these upon the appearance, physical properties and nutritive value of milk.

For those who are interested, copies of the bulletin can be obtained from the Agricultural Experiment Station, Madison, Wisconsin, at 10 cents each.

Meeting Calendar

July 8-12—American Institute of Cooperation—East Lansing, Michigan.

July 15—Officers and delegates, District 10, Cecil County Court House—Elkton, Md., 8:00 P.M., E.S.T.

July 16—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.

July 23—Altoona-Huntingdon Inter-State Milk Marketing Committee—County Agent's Office, Hollidaysburg, Pa.

July 25—Wilmington Inter-State Milk Marketing Committee—Newark, Del.

July 31—Trenton Inter-State Milk Marketing Committee—19 W. State St., Trenton, N. J.

August 1—District 26 picnic Cowan's Gap (Allen's Valley) State Park.

August 6-9—Cumberland County Dairy Cattle Show—Williams Grove, Pa.

August 13-15—Maryland Cooperative Institute—University of Maryland, College Park, Md.

August 19-21—1940 Pennsylvania Country Life Conference—Newton Hamilton, Pa.

October 12-19—National Dairy Show—Harrisburg, Pa.

December 9-12—American Farm Bureau Federation, annual meeting—Baltimore, Maryland.

NEW DISCOVERY

Solves Milkstone Problem!
NOW! CLEAN MILK CANS WITH



DICOLOID

Quick, Safe, Sure

Milkstone harbors milk-spilling bacteria. Protect your milk by cleaning milk cans regularly with DICOLOID. This concentrated powder is readily applied with a wet brush. Powerful cleaning action quickly removes stubborn contaminations without the slightest injury to cans.

Made and Guaranteed by the Makers of DIVERSOL... the Quick-Acting, Non-Rusting Dairy Disinfectant

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New Zealand leads the world in per capita consumption of all dairy products as represented by their fluid milk equivalents. Switzerland is second, and Australia third.

Census Will Show Cooperative Activity

The sixteenth census, now being completed, is compiling extensive information upon agricultural co-operatives. Three questions are asked in the farm canvass, which have a direct bearing on cooperative activity, as follows: "Did you, in 1939, transact any business with or through a cooperative selling organization? A cooperative buying organization? A cooperative service organization?"

The information thus obtained, when used in conjunction with other fundamental information revealed through the census, will give an accurate nation-wide appraisal of the extent of business done by cooperatives.

The reference to cooperative service organizations refers especially to cooperative telephone, electric and similar enterprises.

District 26 Plans Picnic

Inter-State members in District 26, including most of Franklin county and also the Fulton County Local, will hold their fourth annual picnic at Cowan's Gap (Allen's Valley), State Park, on Thursday, August 1. The picnic will start at 10:00 A.M. and continue until 4:00 P.M.

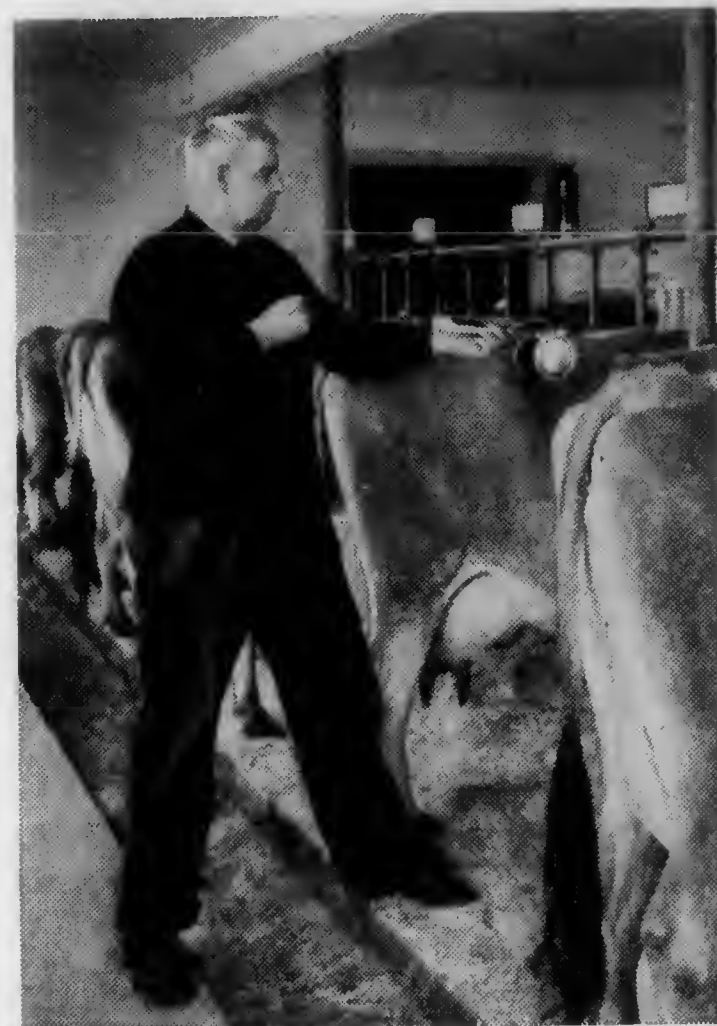
The committee on arrangements has details for the event well along toward completion. Speakers will be O. H. Hoffman, Jr., general manager of the Inter-State Milk Producers' Cooperative; C. I. Cohee, president of the Philadelphia Inter-State Dairy Council; and Henderson Supplee, Jr., president of the Supplee-Wills-Jones Milk Company. In addition, the Dairy Council will prepare several exhibits and put on a demonstration.

There will be plenty of activity for every type of desire. Foremost, of course, will be the basket lunch picnic, with the District furnishing ice cream and coffee free to everyone present. There will be music, games for young and old, swimming, boating and fishing. In fact, if anyone so desires he can do a bit of mountain climbing also.

Merchants of that area will again contribute worth-while articles as attendance prizes. Drawings for these prizes will take place late in the program and it is possible, although plans are not yet complete, that several dairy calves will be awarded as special prizes.

The Arrangements Committee insists that not only is every member of District 26 and his family especially urged to come, but Inter-State members wherever located and their friends will be cordially welcomed.

GULF LIVESTOCK SPRAY HELPS MAINTAIN FULL MILK PRODUCTION



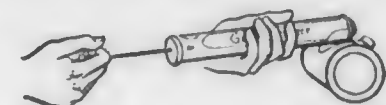
THAT'S the opinion of Mr. T. P. W. Leonard, Manager of the Sibley Farms, of Spencer, Mass. He says: "I use Gulf Livestock Spray because I find that it helps keep milk at peak production, helps keep cattle quieter and easier to milk."

In the Sibley Farms' herd of Jerseys is the famous pure-bred Spermsfield Owls Poppy, whose record is 18,058 lbs. milk, 1005 lbs. fat.

HIGH KILL. "I can heartily recommend Gulf Livestock Spray as being tops. Its high kill protects our cows for a long period, and I have never known it to impart a trace of taste or odor to the milk," says Mr. W. H. Key, owner of a fine Jersey herd in Maysville, Kentucky.



HELPS MILK PRODUCTION. Mr. W. J. Johnson, of Ledge-Ever Farms, Ticonderoga, N. Y., keeps registered Guernseys and Holsteins. He says: "We know Gulf Livestock Spray is a help in maintaining high milk production. It doesn't impart taste or odor to milk even when used just before milking."



GULF LIVESTOCK SPRAY:

- kills flies, lice, and ticks
- repels stable and horn flies
- won't impart odor or taste to milk
- quiets cows at milking time—also in pasture
- won't blister, or cause cattle's hair to fall out. It improves the bloom of the animals' coats
- is economical to use

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GULF LIVESTOCK SPRAY

For sale by many leading feed stores, milk companies, and Gulf Stations

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Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXI

Philadelphia, Pennsylvania, August 1940

No. 4



Harvesting Their Own Feed

Whitton Powell,
Farm Management Dept.,
Cornell University.

Inter-State Girls ENTER THE DAIRY QUEEN CONTEST

22 District Winners Will Be Awarded

Free Trips to Philadelphia

Make New Friends

Enjoy Pleasant Experiences

The Contest Rules Are Simple:—

1. Girls between ages of 17 and 21.
2. High school graduate.
3. Daughters of a member of the Inter-State Milk Producers' Cooperative.
4. Unmarried.

Here Is How To Enter:—

1. Get application blank from Inter-State Milk Producers' Cooperative.
2. File application with your District Secretary.
(His name and address will be supplied when application blank is sent)
3. Obtain copy of high school record to file with application.
4. Take part in your District contest.

And The District Winners:—

1. Will be entertained at Philadelphia—a two day trip.
2. If from Pennsylvania, will compete for privilege of participating in final contest at State College in September.
3. If from Delaware, Maryland or New Jersey, will serve as a special committee to pick the girl to participate in final contest.

The Winner of the Final Contest

Will be crowned Dairy Queen and will reign over special functions at the National Dairy Show.

NOTE:—The National Dairy Show management specifies that the Dairy Queen must be from Pennsylvania. Your Cooperative, however, has arranged so that each District, in whatever state located, may hold a contest, the winner of each of these contests being entertained on a two-day trip to Philadelphia on exactly the same basis, except that the out-of-state girls will serve as a special committee to select the Inter-State nominee to the final contest, which nominee must be from Pennsylvania.

No Cost to Enter - - A Splendid Opportunity

Inter-State girls, if you qualify under the simple rules of this contest write today for your application blank.

INTER-STATE MILK PRODUCERS' COOPERATIVE

401 North Broad Street
Philadelphia, Pennsylvania

New Price Order For Lehigh Area

The Pennsylvania Milk Control Commission has announced a new price order for the Lehigh Milk Marketing Area. This order, effective August 1, reduces the Class I price from \$2.85 to \$2.70 per hundred pounds of 4 percent milk.

The Class IA (fluid cream) price

in the new order is continued at \$2.20 per hundred pounds of 4 percent milk, except that during July and August this price is reduced to \$2.00.

The boundaries of the Lehigh Marketing Area were also changed at the same time by eliminating from the area all parts of Chester and Montgomery counties which

were formerly in the area and also removing certain townships in Bucks county.

The Commission reports that the previous prices established for that area have been disregarded in many instances, with prices of \$2.55 to \$2.65 being paid by some dealers. The new order is based on the results of testimony presented at hearings and checks made upon records of milk dealers in the area.

Measure Cost Of Disorderly Marketing

The difference between operating under orderly marketing methods and being victims of disorderly marketing was estimated by the Dairyman's League Cooperative Association of New York as worth \$5,999,000 in four months' time for its members.

This extra income for farmers was based upon a comparison of milk prices from March to June, 1940, under the Federal-State marketing order, as compared with the corresponding months of 1939, when, without such an order, the lowest valued milk on the market set the price for all milk.

The March price this year was 63 cents higher than a year ago; April, 75 cents; May, 60 cents and June, 49 cents. These prices applied to the volume of milk marketed gives that figure of practically \$6,000,000 which increase applied to members of the League only.

It is also estimated that for all dairy farmers in the New York milk shed the total increase in income was approximately \$12,000,000 for the four-month period.

Not only did this mean \$12,000,000 more income for the farmers, but it meant \$12,000,000 more business done by the merchants and others with whom the farmers dealt directly and additional amounts of business impossible to estimate that was done in turn by these merchants who first received the money from the farmer.

It is small wonder that businessmen and bankers in agricultural communities of the New York milk shed are enthusiastic about the results obtained from orderly marketing as compared with the chaos of the spring of 1939.

"Well, Pat," remarked the foreman, "I'm sorry to see you leave the works. Aren't the wages satisfactory?"

"The wages are all right," returned Pat, "but I keep having a guilty feeling all the time."

"About what?"

"I'm all the time thinkin' I'm doin' a horse out of a job."

Those Foolish Virgins

in the old parable have made the headlines for more than two thousand years, all because they were caught napping when the procession went by.

If all the girls in the party had been fully prepared, as were half of them, we wouldn't have the story at all. But they were not and as a result the parable still stands.

Now is a good time for us milk producers to be thinking about the relative advantages of wisdom and folly. This is the season of the year when, more than any other time, it is extremely easy to be caught napping only to wake up with a herd of fly-bitten, milked-off, thin cows that just cannot be pulled into proper working shape by fall.

The wise man knows that cows are entirely too high to be used for fly-meat, and he sprays liberally and often. He knows that no cow with a grain of sense is going to walk her hooves off out in the hot sun, rustling up enough food at three blades a bite, to keep her own body going and run a milk plant for her owner besides. He also knows that, regardless of the price of feed, it costs a lot more to GET a cow in condition than it does to KEEP her in condition.

Don't let us be caught napping!

O. H. Hoffman

Holding Their Market

We are reproducing herewith an article "Health Board Ruling Draws Attention to Creameries' Principal Fault—Floors", which was carried in a recent issue of the *Dairy Record*, a creameryman's magazine published at St. Paul, Minnesota, in which it is described how creamerymen in that section made the required improvements in order to hold their market, even though that market was 1200 miles away.

TWO YEARS AGO, dealers supplying five suburban Philadelphia areas, known as the Lower Merion township, received notices from the health boards which jointly administer the public health laws of those boroughs that only butter which was made under specified standards could be sold within that district.

Those standards were extremely rigid, and it first created considerable resentment among creamerymen supplying dealers who served the area. Creamery operators, accustomed to highly competitive bidding for their butter, might be tempted ordinarily to tell Lower Merion township to get their butter somewhere else, if they insisted upon foisting a "bunch of theoretical laws upon busy creamerymen", but Lower Merion township constitutes no ordinary market. Any hard-boiled attitude on the part of the creamery operators would have en-

countered an even more hard-boiled bunch of dealers who weren't going to let any such prize outlet be lost if they could help it.

Creameries Co-operate

As a matter of fact, no such attitude was manifested by the creamery operators affected by the order. They happen to be men who take pride in their creameries and who yield to no doctor in their desire to produce a clean, healthful, sanitary product. If the physicians on the Lower Merion health boards had any proposals which would improve the conditions under which their butter was made, those creamery operators were for them.

Fortunately for all concerned, the man whom the health boards selected to represent them on a tour of inspection was Dr. Grim, a man who knows what constitutes good sanitary practices, who isn't easily swayed, but who knows the difference between sound practices and vague theory. Dr. Grim can curl

a careless operator's hair with a verbal blast, but he isn't the type of man who insists that a creamery's walls be torn down just because it doesn't happen to conform to a theorist's ideas of how a butter factory should be built.

Demands Sanitary Floors

Upon one point Dr. Grim was adamant. The creamery had to have a floor made of sanitary material, and several Minnesota, Wisconsin and Iowa plant managers learned how stubborn he could be upon this point. When pressed, he admitted that packing house brick, which is actually a tile, represents his idea of the proper kind of a floor for a dairy plant.

Several creameries supplying Lower Merion township with butter installed packing house brick floors, and so did a number of other plants whose operators were favorably impressed with its qualities. The floors seem to be giving entire satisfaction Packing house brick cost more than concrete but it's worth it.

Mrs. Oscar D. Fouse, Williamsburg, Pa., sends us this picture of a harvest scene on their farm.



INTER-STATE MILK PRODUCERS REVIEW

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401 N. Broad St., Philadelphia, Pa.

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1. Altoona—Huntingdon—J. J. Camp, Roaring Springs, Pa., Phone 118-M
2. Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
3. South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, Box 334, Phone 800
4. Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
5. Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

American Breeders Offer Cattle to Restore Guernsey

The Guernsey breeders of America have determined that this famous breed of dairy cows will continue to populate the Island of Guernsey. A large number of breeders have expressed their desire to furnish new seedstock for the Island if the cattle on the Island are destroyed as a result of the Nazi occupation.

The Island of Guernsey lies within the English Channel, 69 miles from

England and 28 miles from the French coast. The breed originated here and has been developed over a period of 1000 years.

The first known importation of cattle to America from the Island of Guernsey was in 1831 and they were taken to an island on Lake Winnepesaukee, New Hampshire, which island, by act of the state legislature, was named Guernsey Island.

Export Orders No Cause for Excitement

Thus far at least the European war has been a negative factor in the farm export situation. Of late a few orders have been received from the British government for evaporated milk and dry milk. Although these orders for 2,250,000 cases of evaporated milk and 1,000,000 pounds of dry milk are in themselves large, they represent only a very small fraction of our total dairy output.

Dairymen generally are urged to avoid any undue optimism on account of these scattered war orders. In fact it is apparent that the recent British orders, not yet delivered, have not been sufficient to absorb even the excess production of June this year as compared with June a year ago. They certainly have not been enough to balance the loss of export trade of other farm commodities.

New York Court Upholds Equalization

On June 28 the Appellate Court handed down an unanimous decision upholding the New York State milk marketing order in Rochester. The principle question involved was—Should breed milk be subject to the same provisions of the order as all other milk?

The plaintiff, the New York State Guernsey Breeders Cooperative, contended, among other things, that the provisions of equalization as applied to Guernsey milk was unfair to the extent that they were unconstitutional. The breeders contended that their milk was not subject to equalization and should be eligible for a special differential, in view of their own sales promotional campaign.

The court did not agree with this point of view, and held that all milk was subject to equalization, and pointed out that there was nothing in the order to prevent handlers from paying above the minimum prices.

In rendering their decision, the court recalled that in 1939 there was an attempt to get the state legislature to insert a provision for a differential for Guernsey milk but

instead, the legislature specifically provided that equalization would apply to all grades of milk.

Guest Editorial

The following, gleaned from a recent issue of the California Milk News, deserves the thought and study of every American. Not only do these thoughts apply to our own government, but to our every-day activities, including the milk business. Thank you, Editor Sturm.

"These are the days when everyone seems to be trying to throw an egg into the electric fan.

"Wouldn't it be a wonderful thing if we all got smart for once and tried to work together! Each of us give a little in order to take a little.

"If there ever was a time when our Nation needed unity, that time is here now.

"The proof that Democracy is the best form of government is in your hands and my hands. Only by good conduct toward each other can we give to Democracy the strength it must have to exist.

"If we continue to permit fear, greed and hatred to rule our acts, we will be shoved along with millions of others, into the ranks of the goose-steppers.

"You and I must learn now, and quickly, to cooperate, to work together for the common good. In this lies our real strength. These days may be Democracy's last chance for many, many years, to prove its blessings. If we love Democracy, let's prove it, in the dairy industry and in all of our other endeavors.

"Can we do this? The answer is up to you"

Canadian Cooperative Donates Training Plane

The Fraser Valley Milk Producers' Association drew attention to itself from the whole of Canada recently when that association presented a De Haviland Tiger Moth training plane to the Canadian government.

This plane was given in the name of the members of this British Columbia cooperative, the presentation program being broadcast over a Canadian radio hookup.

Doubtless, the members, officials and management of this cooperative share the opinion so common among United States cooperatives, that should the Democracies be crushed, true cooperatives will die with them. This, at least, has been the fate of cooperatives in the totalitarian countries of Europe where everything is done for the State, while in cooperatives, as in true democracies, everything is done for the individual.

Want a Better Community? Conference Will Give Pointers!

"WHAT Makes A Progressive Community Tick" will be the central theme of the fifth annual meeting of the Pennsylvania Country Life Conference which will be held at Newton Hamilton, August 19-21, 1940. This Conference is open to any and all rural people of the state and leaders in farm and community life are especially urged to attend.

B. H. Dimit of Indiana, Pennsylvania, president of the Conference, announces that the opening address will be given by Dr. Mildred Thurow Tate, Head of the Department of Home Economics at Virginia Polytechnic Institute. Her subject will be "What Are the Significant Needs of People?"

This will be followed by a discussion of "What Are the Needs of My Community?" under the leadership of Mr. Russell B. Dickerson, instructor in Agricultural Education at Pennsylvania State College.

Dr. Leland B. Tate, Head of the Department of Rural Sociology, Virginia Polytechnic Institute, will give the Monday evening address.

The sessions on the second day, Tuesday, will be devoted to the consideration of what is now being done to meet the needs of rural people in Pennsylvania and of the facilities and materials available for meeting these needs. The Tuesday sessions will include a separate youth section on the same general subject. It will be conducted by the young people with their own program and speakers.

The Wednesday meeting offers two programs of unusual interest, with Dr. E. A. Schaaf of the Institute of International Relations of the Friends Service Committee discussing spiritual and social aspects of "The World Situation as it Affects Rural America."

Dr. Fred Lininger, Vice-Dean of the School of Agriculture at Pennsylvania State College, will consider the question's economic aspects.

Reservations for those attending the Conference may be made by addressing the Pennsylvania Country Life Conference, 341 Education Building, Harrisburg, Pa. The costs of attending the Conference are being kept at a minimum.

Chicago Dairymen Join Neatest Farm Contest

Sometime about the middle of August the nearest farmstead among the 13,000 members of the Pure Milk Association of Chicago will be se-



With this heifer Elizabeth Robinson has an excellent start toward a herd of purebred Holsteins. Picture sent by Mrs. Elwood Robinson, Woodstown, New Jersey.

lected in the annual Neatest Dairy Farm contest. In announcing the contest the Association insists that neatness and cleanliness will count in the judging of the farms entered in the contest. Financial outlay will have no influence with the judges. They are instructed to watch for neatness as shown by the absence of rubbish heaps, sagging fences, cobwebs, dirty windows or similar signs of neglect.

A separate contest is being held in each of the 15 districts, with three prize winners in each district. From the district winners the grand champion farm will be selected.

Young Folks Predominate At Cumberland Show

The Cumberland County, Pennsylvania, Dairy Cattle Show anticipates approximately 300 entries by 90 different exhibitors. This show will be held August 6-9 at Williams Grove, south of Mechanicsburg.

The outstanding event of the show will be the annual roundups, Thursday morning, August 8, of the Ayrshire, Guernsey and Holstein 4-H Dairy Calf Clubs.

Other features will include the special program on Tuesday evening entitled "4-H Clubs In Action" by the 500 4-H members and local leaders of the county and a program put on by the Future Farmers of the county on Wednesday evening.

Learning the "Give and Take" of Cooperative Marketing

On page 11 of the Review you will find a splendid article, telling how a group of New Jersey women have joined together in a cooperative. This is a splendid example of learning how to get ahead through the old principle of "Give and Take."

This small cooperative provides practically all the problems encountered by a large scale, widely extended cooperative except the problem of distance and keeping all the members informed.

You will note in reading this article that an initial sacrifice was necessary—hard work was involved—that uniform prices were established—a definite commission or brokerage was charged on all sales—that the women soon learned that they had to speak their minds fairly and honestly at meetings—and even that they had to submit to a type of inspection so as to assure the customer of getting quality produce.

It is a safe bet that if the husbands of these women are members of farm cooperatives they are going to be better members because of the vivid, practical experience gained by these women in their own cooperative market.

An Unpleasant Outlook

Famine faces continental Europe. The heel of the conqueror has crushed agriculture in the best lands of western Europe. Italy's crops are reported short. Imports of food and forage normally needed to maintain man and beast are cut off.

Food prices are going up, essential foods such as butter and milk are rationed—to the convenience of the Reich. Reports state that 12 million laying hens have been ordered killed in Holland before September 1 because there is insufficient feed for them. A similar fate is feared for Holland's Holstein-Friesian cows.

With the Nazis in control of the Channel Islands—Alderney, Guernsey, Jersey and Sark—the fate of their cattle is uncertain. One report states that all cattle were removed from Jersey to England before arrival of the Nazis, which, if true, would preserve the breeding stock, help England, and prevent the cows being made into beef for the soldiers of the Reich.

All lovers of fine livestock regret this situation and fear for the future of European livestock industries. With famine so imminent, a famine largely man made, it seems probable that years will elapse before a complete recovery will be possible.

Prices Paid for 4% Milk By Philadelphia Dealers

June, 1940, f. o. b. city plant	
Abbotts Dairies	2.16
Baldwin Dairies	2.36
Breuninger Dairies	2.39
Engel Dairy	2.78
Gross Dairy	2.55
Harbisons' Dairies	2.52
Missimer Dairies	2.64
Scott-Powell Dairies	2.28
Supplee-Wills-Jones Milk Co.	2.32
Sypherd's Dairy	2.47

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.			
	Class I	Class II	Class III
June	\$2.85	\$1.35	\$1.08
July	2.85	1.35	1.08

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets, as set forth in Order 48, effective February 16, 1940, are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Class III Prices—4.0% Milk

MARKET	JUNE	JULY
All Penna. Markets	\$1.13	\$1.13
Md. & Del. Stations	1.14	1.15
Wilmington	1.14	1.15

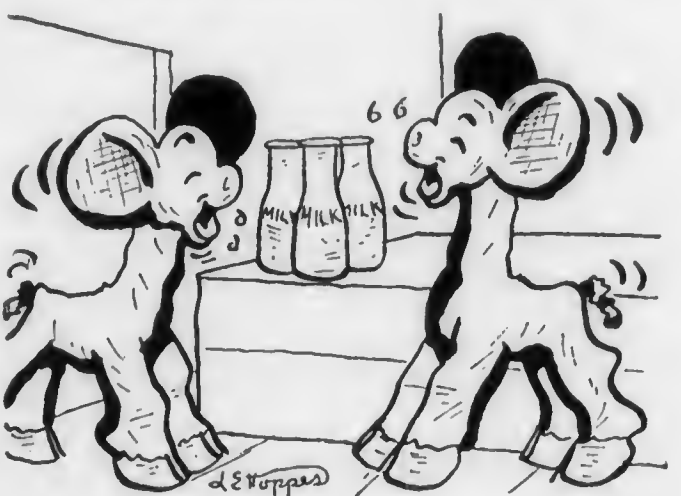
Average price 92-score butter at New York:

Cents Per Pound		
First Half	Last Half	Monthly
June	26.75	27.05
July	27.13	27.00

The June average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.



"What do ya say we open a quart of moo juice?"

Classification Percentages—June, 1940

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A"	58.5	19.2	22.3	
" " "B"	49.3	28.4	22.3	
Baldwin Dairies	63	15	22	62% of Prod.
Blue Hen Farms	53.8	7.2	39	
Breuninger Dairies	64	18	18	
Clover Dairy Company	61.85	11.72	26.43	40% of Prod.
Eachus Dairies	77	12		
Engel Dairy	87.36	7.9	4.74	81.87% Prod.
Fraims Dairies	70.26	11.53	18.21	
Gross Dairy	70	30		
Harbisons' Dairies	72	13	15	76% of Cl. I
Hernig, Peter, Sons	25	75		
Hill Crest Farm	90.41	5.78	3.81	
Hoffman Dairies (Hntdn)	30.5	4	65.5	
Martin Century Farms	84.1	15.9		65.5% of Prod.
May's Dairy	45		54	
Missimer Dairies	76.47	23.53		
Mt. Union San. Dairy	1-15 79	6	15	
" " " " 16-30	89	6	5	
Nelson Dairies	54	32	14	
Penn Cress Ice Cream Co.	32.6	2.4	65	
Royale Dairy 1-15	70	9	21	
" " 16-30	93		7	
Scott-Powell Dairies	55	33	12	67% of Prod.
Stegmeier, Clayton	50	6	44	
Supplee-Wills-Jones	57.51	29.64	12.85	73.03% of Cl. I
Sypherd's Dairy	70.3	9.9	19.8	
Turner & Wescott	52	42	6	
Waple Dairies	84	9.2	6.8	
Walnut Bank Farms	68.95	9.24	21.81	
Wawa Dairy Farms	63	17	20	
Williamsburg Dairy	95	5		

NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess
Abbotts Dairies "A"	100		Balance
" " "B"	100		Balance
Castanea Dairy Co. "A"	79	Balance	90% of Ex.
" " "B"	81		90% of Ex.
Scott-Powell Dairies	100		Balance
Supplee-Wills-Jones	100		Balance

(a) Martin Century paid in June, Class I, 68.56% at \$2.79; 15.54% at \$2.98; Class II, 12.96% at \$1.50; and 2.94% at \$1.54. (Prices of 4% Grade "B" milk f.o.b. Lansdale.)
(b) "A" bonus paid on 53.1% of norm.

Feed Price Summary For July, 1940

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	July 1940 (\$ per T.)	June 1940 (\$ per T.)	July 1939 (\$ per T.)	% Change July, 1940 compared with July, 1939
Wheat Bran	29.21	30.67	27.92	- 4.76 + 4.62
Cottonseed Meal 41%	38.55	40.34	36.29	- 4.44 + 6.23
Gluten Feed 23%	28.39	29.66	28.45	- 4.28 - .21
Linseed Meal	35.73	37.76	47.49	- 5.38 - 24.76
Corn Meal	34.66	35.06	29.33	- 1.14 +18.17
Mixed Dairy Rations: 16%	31.43	33.79	29.35	- 6.98 + 7.09
" " 24%	36.24	39.44	35.29	- 8.11 + 2.69
" " 32%	39.10	41.19	38.36	- 5.07 + 1.93
Brewer's Grains	28.92	31.91	25.86	- 9.37 +11.83

It doesn't take a mail clerk to tell us that a man wrapped up in himself makes a very small package.

From Oklahoma comes word of the development of a milk cow only thirty-three inches tall. It is, we believe, the first attempt to condense the cow.

The South African was boasting to Pat of the terrible heat wave. "Why," he said, "it burns the wings off the flies."

"That's nothing compared to it in Ireland," said Pat. "There we have to feed the hens ice cream to keep them from laying hard-boiled eggs!"

August, 1940

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

June Averages and June and July Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1).

Dealer	Delivery Point	Average Price June	Class I Price June and July	Class II Price June	July
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.54	\$1.55
Abbotts Dairies	Coudersport, Pa.	1.84	2.38	1.46	1.47
" "	Curryville, Pa.	1.89	2.47	1.47	1.48
" "	Easton, Md.	1.93	2.56	1.44	1.45
" "	Goshen, Pa.	2.08	2.63	1.49	1.50
" "	Kelton, Pa.	2.09	2.65	1.50	1.51
" "	Oxford, Pa.	2.09	2.65	1.50	1.51
" "	Port Allegany, Pa.	1.84	2.38	1.46	1.47
" "	Spring Creek, Pa.	1.82	2.34	1.45	1.46
Avondale Farms Dairy	Bethlehem, Pa.	1.71-1.73	2.85	1.39	1.40
Blue Hen Farms	Wilmington, Del.	2.05	2.77	1.64	1.65
Breuninger Dairies	Richlandtown, Pa.	2.15	2.62	1.49	1.50
Centerville Producers Co-op.	Centerville, Md.	2.34			
Clover Dairy Company	Wilmington, Del.	2.21	2.77	1.64	1.65
Delchester Farms	Edgemont, Pa.	2.30	2.98	1.54	1.55
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.54	1.55
Eachus Dairies	West Chester, Pa.	2.60	2.85	1.39	1.40
Fraims Dairies	Wilmington, Del.	2.34	2.77	1.64	1.65
Harbisons' Dairies	Brandtsville, Pa.	2.25	2.62	1.49	1.50
" "	Byers, Pa.	2.25	2.62	1.49	1.50
" "	Carlisle, Pa.	2.25	2.62	1.49	1.50
" "	Hurlock, Md.	2.20	2.56	1.44	1.45
" "	Kimberton, Pa.	2.25	2.62	1.49	1.50
" "	Massey, Md.	2.22	2.58	1.44	1.45
" "	Millville, Pa.	2.16	2.50	1.48	1.49
" "	Sudlersville, Md.	2.22	2.58	1.44	1.45
Harshbarger Dairy	Altoona, Pa.	1.76	2.96	1.39	1.40
Hernig, Peter, Sons	Boiling Springs, Pa.	1.76	2.58	1.49	1.50
Hershey Creamery Co.	Greencastle, Pa.	1.70			
Highland Dairy Co.	Doe Run, Pa.	2.30	2.85	1.39	1.40
Hill Crest Farms	Eddington, Pa.	2.83	2.98	1.54	1.55
Hoffman Dairy	Bedford, Pa.	1.83	2.70	1.43	1.44
" "	Huntingdon, Pa.	2.60	2.98	1.54	1.55
Johnson, J. Ward	Woodlyn, Pa.	2.60	2.98	1.54	1.55
Keith's Dairy	Altoona, Pa.	2.62	2.98	1.54	1.55
Martin Century Farms	Lansdale, Pa.	2.60	2.98	1.54	1.55
Miller-Flounders Dairy	Chester, Pa.	2.45-2.60	2.70	1.43	1.44
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.27	2.98	1.54	1.55
Nelson Dairies	Jeffersonville, Pa.	2.27	2.98	1.54	1.55
Pebble Hill Farm	Doylestown, Pa.	1.92	2.98	1.54	1.55
Penn Cress Ice Cream Co.	Cresson, Pa.	2.23-2.21	2.96	1.39	1.40
Royale Dairy	Lewistown, Pa.	2.04	2.58	1.39	1.40
Scott-Powell Dairies	Clayton, Del.	2.09	2.60	1.44	1.45
" "	New Holland, Pa.	2.12	2.66	1.50	1.51
" "	Pottstown, Pa.	2.12	2.71	1.50	1.51
" "	Snow Hill, Md.	1.95	2.44	1.44	1.45
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.04			
Stegmeier, Clayton	Tamaqua, Pa.	2.19	2.96	1.39	1.40
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.00	2.47	1.47	1.48
" "	Chambersburg, Pa.	2.05	2.55	1.48	1.49
" "	Hagerstown, Md.	2.01	2.49	1.44	1.45
" "	Harrington, Del.	2.06	2.58	1.44	1.45
" "	Huntingdon, Pa.	2.04	2.53	1.48	1.49
" "	Leaman Place, Pa.	2.13	2.67	1.50	1.51
" "	Lewistown, Pa.	2.05	2.55	1.48	1.49
" "	Mercersburg, Pa.	2.05	2.55	1.48	1.49
" "	Mt. Pleasant, Del.	2.06	2.58	1.44	1.45
" "	Nassau, Del.	2.04	2.55	1.44	1.45
" "	Princess Anne, Md.	1.99	2.47	1.44	1.45
" "	Townsend, Del.	2.06	2.58	1.44	1.45
" "	Waynesboro, Pa.	2.05	2.55	1.48	1.49
" "	Worton, Md.	2.06	2.58	1.44	1.45
" "	Pottstown, Pa.	2.85	1.39		
Swavely, H. R. Dairy	F. O. B. Farm	2.10			
Sylvan Seal Milk Co. (Del. only)	Glen Roy, Pa.	2.08	2.65	1.50	1.51
Turner & Wescott	Quakertown, Pa.	2.40	2.98	1.54	1.55
Walnut Bank Farms	Tyrone, Pa.	*2.47	2.70	1.43	1.44
Waple Dairies	Wawa, Pa.	2.19	2.98	1.54	1.55
Wawa Dairy Farms	Wawa, Pa.				

* The amount paid on account was equivalent to this price.

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

‡ Distress milk not included.

Nation's Agricultural Leaders Place Confidence In Cooperation

CONFIDENCE that the farmer co-operatives of the United States can withstand the impact of sudden changes in the country's agricultural economy caused by events abroad, was threaded throughout the sessions of the sixteenth annual gathering of the American Institute of Cooperation. This confidence was contingent upon the cooperatives holding steadfastly to the democratic principles of self-help which underlie true cooperation. The Institute met this year, July 8-12, on the campus of Michigan State College.

Over 1,000 farmers, cooperative leaders, educators, economists and others met at the Michigan college to hear 120 speakers present timely addresses on current problems facing agriculture and farmer cooperatives. "In a period of distinct economic uncertainty the cooperative marketing system has been a constructive and stabilizing economic force working to promote and protect the best interests of farmers in every stage of the marketing process," Tom Stitts, Farm Credit Administration cooperative research chief, informed the Institute at its opening general session.

2,500,000 Co-op Members

Cooperative marketing is not a passing fancy, Dr. Stitts declared. "It was not so in 1810, when its field of activity was confined to two small local cheese making operations, with a few members, nor is it so today, with 8,100 marketing co-operatives, having nearly 2,500,000 members, operating in every state in the union.

Turning his attention to the future, with a consideration of past accomplishments and of the present day debacle across the Atlantic as it has affected cooperatives, Dr. Stitts declared: "If we retain our faith in democratic processes, if we keep before us the thought that cooperative endeavor trains for democracy, we can face the future hopefully. Certainly the cooperative movement does not lack opportunity! The way is open for soundly conceived and well planned action that will continue to be an effective means of self-improvement for American farmers."

Clark L. Brody, executive secretary of the Michigan State Farm Bureau, sounded a warning to the co-ops: "With everything seemingly pointing to more government participation in farm activities rather

than less, we should see to it that a permanent increase in the functions of government does not destroy the free initiative and member responsibilities which constitute the heart and soul of our farmer-owned and farmer-controlled cooperatives," he said.

According to I. H. Hull, Indiana cooperative leader, "the ultimate influence of the cooperative movement upon society generally will depend to a large degree upon the ability of the various units of the movement and specifically on the leaders of the various cooperatives to overcome their own differences and unite upon a well coordinated program.

"Front Line of Defense"

"We find so many things to keep us from getting together that we dissipate our strength in struggles between cooperatives, when that same energy used in a united program could give us the power needed for satisfactory progress and possible service to society," the manager of the Indiana Farm Bureau Cooperative Association asserted.

Farmers' cooperatives constitute the first line of defense in the strong, well organized agriculture that has become essential for our national unity and national defense in the days that are ahead, Governor Albert G. Black of the Farm Credit Administration declared.

"Despite serious problems, American agriculture is better prepared today to meet these problems in the American way than it was ever before. Why? You will find the answer in the 25,000 farmers' co-operatives of every type that are functioning in the United States, in the thousands of farmers' committees in every farm county; and in the machinery for the aid of agriculture that has been created in the last few years within the Department of Agriculture," Governor Black asserted.

"Agricultural cooperation is a method of doing business, and it is a big business. The trend in farmer-cooperatives in recent years has been from smaller to larger units, from county to city markets, more large-scale centralized organizations, and toward a growing volume of business," said Governor Black.

"But in all this the heart of the movement is the local unit and the relatively small farm cooperative. The place of this unit is vital, for on it much of this expansion rests as a superstructure," the FCA official declared.

"Out of the impetus to high thinking and high believing given by the American Institute of Cooperation, I look forward to the production of a new farm leadership in this nation—a leadership capable in mind, trained in technique, and adroit in business strategy," Charles W. Holman, of Washington, D. C., secretary of the Institute, told the Institute's opening-night session.

Long-sought Ideal

"I look forward to the development of a finer, abler body of master cooperators living on the farms of this nation, owning and controlling in truly democratic manner the great economic instruments of sale, purchase and credit necessary to their existence. Out of such development will come the long-sought American farm ideal—a better and richer way of living," Mr. Holman declared.

A gripping recital of what can be accomplished "if men will only shake off their selfishness and intolerance and pull together in a common effort for the welfare of all" was laid before the Institute by the Rev. Martin E. Shirber, of College-

(Please turn to page 12)



Good cows and an attractive farmstead are combined here to win a Review picture contest prize for Miss Margaret Carter, Drumore, Pa.

For Inter-State Women—Men, Too!

Through Operating a Market, These Women Know How to Cooperate

By DOROTHY V. SMITH



Mrs. Rose Voight helps a customer with her bundles at the Atlantic Farm Woman's Cooperative Market, while her sister, Mrs. Mary Conners, enjoys one of her own strawberries.

ALTHOUGH THERE are women of different nations among us, this is one place where there will be no war—just friendship and cooperation."

It was chic, Paris-born Mrs. Martha Pilout speaking as she hoisted the American flag over the Atlantic Farm Woman's Cooperative Market on opening day, June 15. Then vice-president and now president of the market association, Mrs. Pilout was referring specifically to the members who are of English, German, Italian, French, Hungarian and Swedish birth or parentage. But actually she was also voicing the philosophy which has proved to be the guiding principle of New Jersey's first woman's cooperative food market two miles west of Pleasantville on Highway 40.

Members of the Atlantic Farm Woman's Cooperative Market cooperate because they understand each other, and each other's problems. They know that they are 0 of a kind—30 rural homemakers whose husbands' farm incomes have not been sufficient to meet family needs because of increasing farm production costs and decreasing wholesale prices. 30 women who want to do something about it. The market's main purpose for being is that mutual desire to make ends meet.

Mrs. Edith G. Norman, Atlantic county home demonstration agent, as the first person to suggest the

marketing venture. She had seen how successfully the Montgomery Farm Woman's Cooperative Market sells farm produce and home-made foods in Bethesda, Md., so she presented the idea to her Home Extension Service Advisory Board—a board made up largely of farm women. The idea "clicked" immediately.

Each One a Share Holder

It wasn't long before the 30 women knew exactly how they were going about getting the market started. Each woman was required to buy two shares of stock in the association at \$25 a share. Those who did not have the \$50 received loans from the Federal Farm Security Administration and made arrangements to pay it back out of their earnings.

Most of the money went into buying a lot and constructing a 24-by-80 foot building on it. Even there, cooperation—and a lot of real hard work—came into the picture. In order to cut costs, the women helped to clear the land of trees and underbrush and when the building was up, they helped to paint it—and they did a good job, too.

Then the big day came. At 9 A.M. on June 15, the market was officially opened with a ceremony made brief by a gathering of potential customers waiting at the doors. Homemade cookies, pies, preserves,

relishes and canned goods, strawberries, rhubarb, fresh eggs, frying and roasting chickens neatly wrapped in transparent paper all went like the proverbial hotcakes. When the 30 tired but happy women counted their gross receipts at the end of the day, they totaled \$268.75. "Repeat performances" each Saturday during the rest of June and the whole of July boosted that figure to nearly \$2,500.

Do Own Inspecting

The great consumer demand for the products the women offer for sale proves they are good cooks, and the code of high standards they have set up for themselves proves they are also good sports. It takes a good sport to let a committee of women come into her home to see if her kitchen is clean! And that's what every member of the Atlantic Farm Woman's Cooperative Market has had to do.

It also takes a pretty good sport to bake a lot of pies and cakes and beans and let another committee tell you at what price you're going to sell them. But the market members do. They all agreed long ago that competition would have no place in a cooperative such as their's, so all cakes of one size sell for one price, all loaves of bread at another and chicken is the same per pound no matter from whom you buy it.

Another committee buys bags, containers, flour and other supplies for the entire group—cooperative purchasing helps further to cut costs while maintaining high standards.

In establishing the market, the women have the cooperation of the County Board of Agriculture, which has made promotion of the venture a part of its land-use planning program. The State Extension Service of Rutgers University has also given advisory assistance, as well as the State Department of Agriculture and the State Board of Health in addition to the Farm Security Administration.

The Atlantic Farm Woman's Cooperative Market is a business owned and operated by the association members, however, and all rules

(Please turn to page 15)

NATIONAL DAIRY SHOW

HARRISBURG, PENNSYLVANIA

OCTOBER 12-19, 1940

ADVANCE TICKET SALE
Single Admission 25 cents
 (Price at door will be 40 cents)

Advance sale tickets can be bought direct from the Inter-State Milk Producers' Cooperative at the special 25-cent price. This low price has been made possible through arrangements with the National Dairy Show Ticket Committee and is good only before the show opens.

See your Inter-State field representative or write directly to your Cooperative office, enclosing 25 cents in stamps, money order or check for each ticket ordered.

Go to the Dairy Show
 See the Nation's Best Dairy Animals
 Rub Shoulders with Our Leading Dairymen

SPECIAL TICKETS OBTAINABLE FROM

Inter-State Milk Producers' Cooperative
 401 N. BROAD ST. PHILADELPHIA, PA.

This space donated by the Inter-State Milk Producers' Review for the promotion of the NATIONAL DAIRY SHOW

FOR PICTURES Entered in the Review

PICTURE CONTEST

PRIZES:

\$5.00 if picture is used on front page. \$1.00 if used on inside page.

OPEN TO:

Members of Inter-State Milk Producers' Cooperative and their families.

Requirements of Picture:

Clear, sharp outlines, attractive background. Farm subject that will interest others on its merits.

DESCRIPTION OF PICTURE (Brief). IDENTIFICATION OF SENDER.

(Unused pictures will be returned).

In a recent survey of food preferences of high school students, more than 45 percent voted for ice cream as their favorite dessert.

Confidence in Cooperation

(Continued from page 10)

ville, Minn., St. John's University, economist.

Interference by food product handlers with the internal policies of cooperative groups is leading to recognition of the increasing necessity that farmers in their organization activities should be given some of the same federal protection that labor is given against subversive practices on the part of employers. Fred H. Sexauer, president of the Dairyman's Cooperative League, New York City, told a general session of the Institute.

The New York co-op leader, discussing needed federal legislation to encourage and protect agricultural cooperatives, pointed to changes that have been made in recent years in the tactics adopted by food product handlers in combating the cooperative program.

Separate sessions were held each afternoon by cooperative members and leaders interested in special subjects. At the sessions on dairy marketing, talks and discussions were held concerning modern trends in distribution, cooperative management problems, the advantages and disadvantages of governmental con-

trol to a cooperative, milk promotion methods, and membership and public relations. With the many pro and con discussions, these sessions were clearing houses for experiences encountered in market scattered from coast to coast.

"In the administration of milk control results obtained have not been fair and equitable to all dairy farmers alike. Benefits accruing to producers of fluid milk have been more than offset by loss on the price of butter, a basic commodity," Oscar A. Swank, of Orleans, Indiana, secretary of Mid-West Producers Creameries, Inc., asserted. He placed responsibility for this situation "on the administration and not on the intent of those who sponsor the laws."

Two Slants on Control

"It seems that those charged with the responsibility of administering milk control laws," Mr. Swank said, "have tried to put the natural order of the price structure in reverse and instead of starting at the bottom with butter as a base price commodity, they have started at the top with fluid milk and are trying to work magic with the so-called blend price that has done much to disrupt our whole milk production and distribution procedure. I feel that in many markets it has worked to the benefit of the distributor more than to the producer."

A different slant on this subject was heard in a discussion of the changing responsibility of cooperatives under state and federal milk control programs, from B. F. Beacon, general manager of the Michigan Milk Producers Association. He suggested that best results probably will be attained if cooperatives take the position that their work is supplemented by the government agency to make the best possible market condition. All responsibilities for making a good market should not be shifted to the agencies, he warned.

"Organized cooperatives should make sure that all facts are given to the public. They are deserving of correct and full information for protection of the producer. They must have it, or they will have a tendency to work for reversal of regulation which is beneficial to producers," he said.

Home—the place where we grow most and are treated best.

Visitor (to hospital nurse): "Mr. Howard in?"

Nurse: "Yes, he's convalescing now."

Visitor: "Very well, I'll wait."

Plan for Milk Coops

The philosophy and policies of our cooperative leaders are far-reaching. The soundness of their programs exerts tremendous influence on the present and future of rural America. We are giving you herewith the basic program for fluid milk cooperatives as seen by Ken E. Geyer, manager of the Connecticut Milk Producers' Association.

His five points are:

1. Cooperatives must be ready to do a real job of merchandising.
2. They must assist the members to produce milk of unquestioned high quality, as a service to all parties concerned in the milk business.
3. Each cooperative should equip itself with a complete laboratory to analyze milk, and use the laboratory as a protection to the public and a protection to individual producers in case of unfair or mistaken criticism.
4. Cooperatives must keep their members well informed on what is being done and why.
5. They should sell their milk to dealers on the basis of the best available supply, not on the basis that it is the only milk available.

Horse Pulling Contest Held With Dairy Show

Not only will the National Dairy Show be at home in Pennsylvania this year when the Farm Show Building at Harrisburg opens its doors to that event on October 12, but another national event of great interest to farmers will be held at the same time. That is the National Horse Pulling Contest.

Cash premiums aggregating \$2,000 are offered in this department. Two divisions are planned, one for pairs of horses under 3000 pounds weight and neither horse to exceed 16 hands, the other division for pairs of horses over 3000 pounds. Prizes in each division will range from \$100 for first prize down to \$50 for 15th prize.

Preliminary contests for the lighter horses will be held on October 14 and finals on the 15th, while the heavy horses will compete on October 16th and 17th.

The contest will be under supervision of the men in charge of pulling contests in Pennsylvania, New York and Maryland and entries may be made either through the state directors of pulling contests or Wayne Dinsmore, 407 S. Dearborn St., Chicago.

The management of the National Dairy Show also announces an additional appropriation of \$1000 by the directors of the Holstein-Friesian Association of America as prize money for the black and whites, bringing their total to \$3,500.

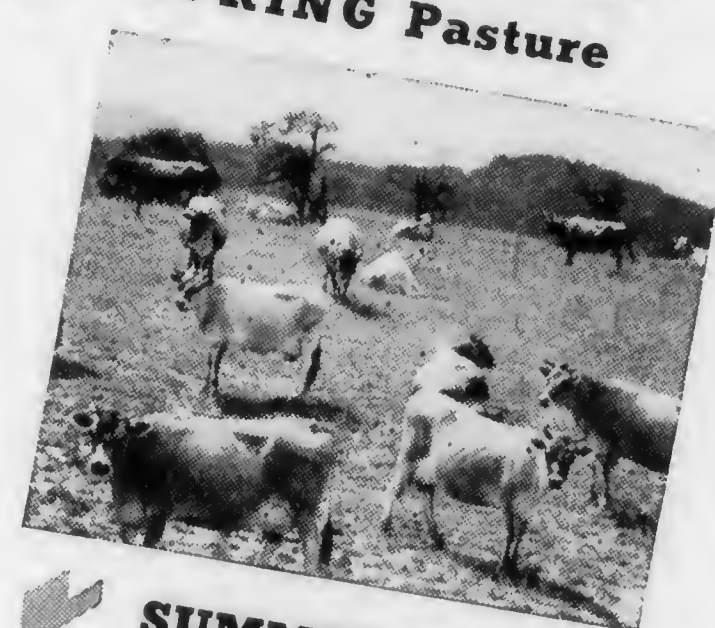
Keep Your MILK PRODUCTION

UP!

Supplement
 SUMMER PASTURE
 with
BEACON
 Dairy Feeds



SPRING Pasture



SUMMER Pasture

Summer pastures ordinarily yield only one-fifth as much as spring pastures. Protein is lower, fibre is higher and the growth is less digestible.

Don't let poor pasture rob you of summer milk profits or prevent your cows from reaching high production next fall and winter. Do as hundreds of Northeastern Dairyman are doing. Supplement summer pasture with Beacon Dairy Feeds. These time-tested rations help you hold production up and help keep your cows in condition for maximum production during their entire lactation.

Beacon feeds have blazed a new trail in feed service. In the very beginning we laid down the strict rule that every ingredient used in our feeds must be of first quality—that the single purpose of every ingredient was to contribute a definite feeding value to the ration. And that all ingredients must be carefully blended according to the latest scientific research and soundest feeding practice.

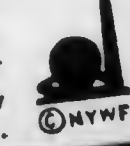
This policy has been strictly followed during the past 22 years. Northeastern Dairyman have learned that they can buy Beacon Dairy Feeds with a full confidence in their high quality and assurance of proven results.

Our feeds are sold by Beacon Dealers in the Northeastern States.

THE BEACON MILLING CO., Inc.
 Cayuga, New York

Again!

Beacon Dairy Feeds are again being used to feed the high-production cows at the Dairy World of Tomorrow, New York World's Fair.



BEACON

DAIRY FEEDS

PROTECT YOUR MILK
Make More Money!
Avoid Rejects!



Disinfect Utensils with Diversol

Milk from clean, healthy cows is pure... keep it that way by disinfecting all utensils with DIVERSOL. Simply dissolve in hot or cold water and DIVERSOL is ready to use. Will not rust utensils. Remember! 85% of the bacteria that get into milk and cause it to be rejected come from improperly handled utensils. Do as your dairy does... protect your milk with DIVERSOL. Approved by Health Authorities. Order from your hauler today.

P. S.—Clean utensils first with DUMORE.

THE DIVERSEY CORPORATION
53 W. Jackson Blvd., Chicago, Ill.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

SILOS

STURDY, DEPENDABLE SILOS, as low as \$19.50 complete. Build and fill in one day. Any capacity 12 to 200 tons. Ideal for farms without silos and for surplus crops. Write today for booklet, SISALKRAFT CO., 207-KK West Wacker Drive, Chicago.



Wrecked Motorist (opening his eyes): "I had the right of way, didn't I?"

Bystander: "Yes, but the other fellow had a truck."

Merchant Crabshaw: "Are you still bothered by those relatives of yours who used to come out from town to eat a big Sunday dinner and never invited you to their apartment in return?"

Farmer Cornfassel: "Nope, they finally took the hint."

Crabshaw: "What in the world did you say to them?"

Cornfassel: "We didn't say anything out of the way, but my wife served sponge cake every time they came."

Hot Weather Adds Strength To Dairy Markets

INCREASED CONSUMPTION accompanied by a sharper than normal decrease in production seems to have been the trend of the milk market the past month.

Production has shown considerable decline during the past week, according to all reports. This unusually sharp reduction is undoubtedly due to the excessively hot weather experienced over most of our milk shed and just where and when this drop-off will stop, none of us know. It has had, however, a very definite strengthening effect on the milk market. Greater consumption of dairy products, particularly of ice cream, accompanied the hot weather. This increased demand has stimulated the cream market, strengthening prices to some extent.

Daily production per shipper continues to be in excess of corresponding figures for a year ago. Accurate date is not yet available for late July but sharp declines are evident. According to data on approximately 5,000 producers, the average production per day per shipper during June, (the latest available figures) was 277 pounds as compared with 275 pounds for May and 260 pounds for June, 1939. However, according to the Agricultural Marketing Service Report, production has dropped nearly 45 pounds per day per shipper since the high point was passed early in June.

Cream prices increased as much as \$1.00 to \$3.00 per can for the week ending July 27, as compared with the previous week, according to the USDA "Market News Service". Cream meeting all inspection requirements of this market is worth from \$14.00 to \$15.00 per 40-quart can, equivalent to about \$1.80 per hundred pounds of 4 percent milk, without allowances for cost of separation or for skim milk value. This cream price is now in excess of the Pennsylvania Milk Control Commission price for Class II milk, which prices, until very recently, had been in line with each other.

Fluid milk prices for July, 1940, remain mostly unchanged. The USDA price report announced changes only at Lexington, Kentucky, with a 10-cent per hundred pound increase, and at Los Angeles, California, which is under a new State marketing plan, a 14-cent decrease in Class I price, the latter effective July 8.

Butter production for June totaled 203,800,000 pounds as compared with 188,645,000 pounds the

previous month and 199,560,000 pounds in June, 1939. This is an increase of 2.1 percent over a year ago. Storage holdings on July 1 were 80,842,000 pounds as compared with 131,609,000 pounds on July 1, 1939, a decrease of 51 million pounds, and also 20 million pounds under the 5-year average for that date.

Butter prices ranged between 26.5 to 27.25 cents per pound wholesale at New York for 92-score during July.

Cheese production for June, 1940, was 74,090,000 pounds, up 9 percent over the 67,780,000 pounds for May, 1940, and up 6 percent over the 69,950,000 pounds in June, 1939. Storage supplies of all cheese on July 1, 1940, were 114,475,000 pounds as compared with 98,850,000 pounds for July 1, 1939, and a five-year average of 96,008,000 pounds for that date.

Evaporated milk production for June, 1940, was 294,203,000 pounds as compared with 267,457,000 pounds for June, 1939, a 10 percent increase. However, storage stocks of evaporated milk show a somewhat different picture in that on July 1, 1940, they averaged 288,565,000 pounds as compared with 292,393,000 pounds for the same date in 1939, a decrease of 1 percent.

Producer prices paid at evaporated plants in June, 1940, averaged \$1.27 per hundredweight for 3.5 milk as compared with \$1.26 for May and \$1.13 for June, 1939.

Milk consumption during June, 1940, decreased 1.41 percent from the same period a year ago according to the Milk Industry Foundation report covering 136 of the leading markets of the United States. The June daily average sales were 6,690,307 quarts compared with 6,785,665 quarts in June, 1939. Milk company payrolls in June showed a decrease of 1.12 percent and employment decreased 2.33 percent as compared with June, 1939.

Pasture conditions on July 1, 1940, averaged 85.5 percent of normal for the United States as compared with 79.8 percent on the same date one year earlier. However, on that date, in the Philadelphia milk shed, pasture conditions were much better than average and considerably above a year ago. In New Jersey they averaged 86 percent, as compared with 59 percent a year ago. In Pennsylvania 92 percent as compared with 71 percent; Delaware 86 percent as compared with 66 percent and Maryland 80 percent as compared with 77 per-

cent. We know, however, that since July 1, there has been a sharp downward change in pasture conditions in the Philadelphia milk shed.

Feed prices for July showed some improvement from the milk producers' point of view. All feeds listed in our table showed a reduction of from 1 to nearly 10 percent as compared with June, 1940. However with the exception of linseed meal, down almost 25 percent, and gluten feed, down a few cents per ton, they were all from 2 to 18 percent higher than in July, 1939. For further information see table on page 6.

JULY, 1940, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	27 1/2-28	27 1/4	26 1/2
2	27 1/2-28	27 1/4	26 1/2
3	27 1/2-28	27 1/4	26 1/2
4	27 1/2-28	27 1/4	26 1/2
5	27 1/2-28	27 1/4	26 1/2
6	27 1/2-28	27 1/4	26 1/2
7	27 1/2-28	27 1/4	26 1/2
8	27 1/2-28	27 1/4	26 1/2
9	27 1/2-28	27 1/4	26 1/2
10	27 1/2-28	27 1/4	26 1/2
11	27 1/2-28	27 1/4	26 1/2
12	27 1/2-28	27 1/4	26 1/2
13	27 1/2-28	27 1/4	26 1/2
14	27 1/2-28	27 1/4	26 1/2
15	27 1/2-28	27 1/4	26 1/2
16	27 1/2-28	27 1/4	26 1/2
17	27 1/2-28	27 1/4	26 1/2
18	27 1/2-28	27 1/4	26 1/2
19	27 1/2-28	27 1/4	26 1/2
20	27 1/2-28	27 1/4	26 1/2
21	27 1/2-28	27 1/4	26 1/2
22	27 1/2-28	27 1/4	26 1/2
23	27 1/2-28	27 1/4	26 1/2
24	27 1/2-28	27 1/4	26 1/2
25	27 1/2-28	27 1/4	26 1/2
26	27 1/2-28	27 1/4	26 1/2
27	27 1/2-28	27 1/4	26 1/2
28	27 1/2-28	27 1/4	26 1/2
29	27 1/2-28	27 1/4	26 1/2
30	27 1/2-28	27 1/4	26 1/2
31	27 1/2-28	27 1/4	26 1/2
Average	27.39	27.06	26.48
June, 40	27.38	26.90	26.27
July, 39	24.11	23.78	23.23

Meeting Calendar

August 6-9—Cumberland County Dairy Cattle Show—Williams Grove, Pa.

August 12-14—4-H Leadership School—Pennsylvania State College, State College, Pa.

August 13-15—Maryland Cooperative Institute—University of Maryland, College Park, Md.

August 14—Cecil County Farm Bureau Picnic—Port Herman Beach, near Chesapeake City, Md.

August 14-17—4-H Club Week—Pennsylvania State College, State College, Pa.

August 16—4-H Club Fair—Alcyon Park, Pitman, N. J.

August 19-21—1940 Pennsylvania Country Life Conference—Newton Hamilton, Pa.

August 20—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.

August 22—Wilmington Inter-State Milk Marketing Committee—Newark, Del.

August 27—Altoona-Huntingdon Inter-State Milk Marketing Committee—County Agent's Office, Hollidaysburg, Pa.

August 28—Trenton Inter-State Milk Marketing Committee—19 W. State St., Trenton, N. J.

October 12-19—National Dairy Show—Harrisburg, Pa.

December 9-12—American Farm Bureau Federation, annual meeting—Baltimore, Maryland.

December 10-12—Pennsylvania State Grange annual meeting—Wilkes Barre, Pa.

Know How to Cooperate

(Continued from page 11)

providing for standards above those set by law are of their own making. In addition to regular officers and member committees, the market also has a manager paid out of the association's operating funds. Each member is taxed five per cent of her gross receipts to raise money for such expenses, just as in many large cooperatives where farmers sell agricultural products each day.

Harmoniously as the women work together, none of them can be accused of saying "yes" just to be agreeable. Members say what's on their respective minds during meetings, then let the majority rule. They know that the Atlantic Farm Woman's Cooperative Market is a "united - we - stand" proposition where sportmanship is just as important to success as the ability to make feathery angel cakes!

For Best Soybean Hay, Cut By Early September

Soybeans, or mixtures of Sudan grass and soybeans, which are grown for hay should be cut not later than early September, C. S. Garrison, assistant extension agronomist at the New Jersey College of Agriculture, Rutgers University, reminds growers.

"Soybeans are more easily cured for hay during late August or the first part of September than at any other time," Mr. Garrison says. "After that time, weather conditions become less favorable for curing hay. Also, if the crop grows beyond this time, the pods increase in size and the stems become thick and coarse and more difficult to dry."

"Soybeans cut before the beans are more than one-quarter developed in the pods will produce a fine quality hay, requiring no more time to dry than an equivalent crop of alfalfa or clover, while soybeans, which are allowed to grow until the pods become well filled with beans cure very slowly."

"Soybeans are often used as ensilage and can be put in the silo at any stage of maturity, that is, before the plants begin to lose their leaves."

"Mose, you lazy rascal, do you think it right to leave your wife at the washtub while you spend your time fishing?"

"Oh, yassuh, mah wife doan need no watchin'. She wuk jest as hard as if'n I wuz dere."

Do little things now; so shall big things come to thee by and by asking to be done.—Persian Proverb.

For Every Dairy COOLING REQUIREMENT

M & E Automatic Refrigerating Compressors bring modern, profitable, low-cost cooling and storage to all farms, large or small. Electric motor or gasoline engine powered, heavy-duty compressors in models and capacities to meet all requirements. Equipment that quickly earns its cost by protecting quality and profits—preventing waste.



M&E Model 20-25-33
3 Cylinder, 1 1/4" Bore, 1 1/2" Stroke
1/5-1/4-1/3 HP Motor

We will be glad to mail you catalogs and full information

MERCHANT & EVANS CO.
Philadelphia, Pa., U. S. A. Plant at Lancaster, Pa.

Build a Sturdy, Dependable SISALKRAFT SILO



Over 200,000 Have Been Used!
Put up all the ensilage you need. Build and fill in one day—any size—wherever it's handy. Use over and over again.

INSTRUCTIONS FREE!
Find out about it now! Ask your lumber dealer for this folder, or write to
The SISALKRAFT Co.
203-KK West Wacker Drive, Chicago, Ill.

Apparent misfortune may be opportunity in disguise.

University of Maryland Holds Co-op Institute

The first Maryland Cooperative Institute will be held at College Park, August 13-15. The program is being arranged so as to make the three-day session of the greatest practical value to directors, managers, employees and members of the large number of cooperatives serving Maryland agriculture.

The Institute, in effect, will bring nationally-known leaders together for a brief but interesting course of instruction on cooperative principles and management.

Among the widely-known agricultural leaders who are scheduled on the three-day program are John Brandt, manager of the Land O' Lakes Creameries; Dr. F. B. Bomberger, president of the Baltimore Bank for Cooperatives; W. C. Wyss, manager of Southern States Cooperative; J. D. Lawrence, deputy bank commissioner, Farm Credit Administration; Murray D. Lincoln of the Ohio Farm Bureau; Dr. T. B. Symons, director of Maryland Extension Service; and Dr. H. C. Byrd, president of the University of Maryland.

Included among the main topics to receive attention are: "What is the place of farmers' cooperatives in the changing world?"; "How can cooperatives continue to give effective service to their patrons?"; "How can cooperatives maintain alert boards of directors, efficient personnel, and wide-awake, fully informed members?" Several other subjects relating to membership activities are included in the program.

Ample time will be included in the Institute program for discussions following the main addresses.

Arrangements have been made to accommodate those attending the convention in college dormitories at especially attractive rates. For full particulars as to registration and the cost of attending, readers of the Review are urged to write to E. I. Oswald, Extension Service, College Park, Maryland.

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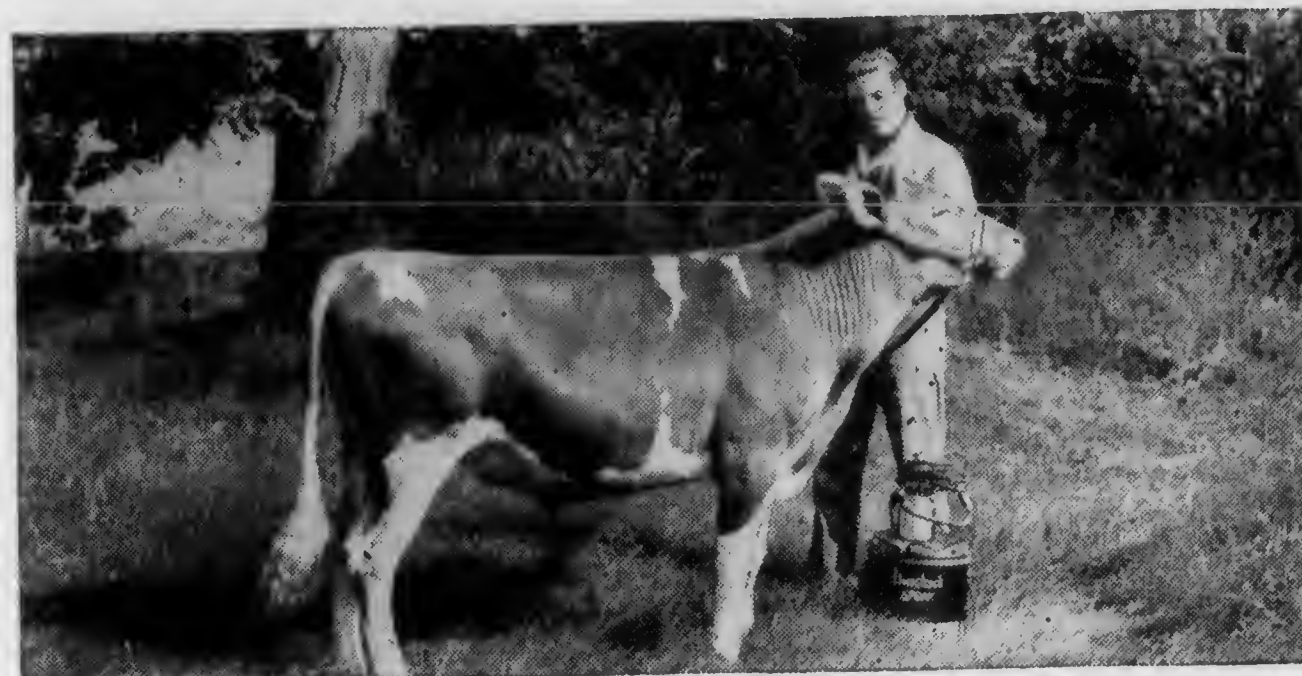
1939 Income Beats 1938

The gross income of American farmers was \$9,769,000,000 in 1939. This was an increase of about \$400,000,000 over 1938 but a decrease of \$800,000,000 under 1937.

Of this amount \$7,733,000,000 represents cash from farm marketings; \$1,229,000,000 is represented by products retained for farm consumption, and the other \$807,000,000 were in the form of government payments.

To avoid criticism—do nothing, say nothing, be nothing.

"OUR MILKERS CAN WORK FASTER AFTER USING GULF LIVESTOCK SPRAY"



MR. WILLIAM T. JORDAN, owner of Kodackadee Farms, Concord, N. H., and President of the New Hampshire Guernsey Breeders Ass'n., finds that Gulf Livestock Spray speeds up milking by helping to keep cows quiet and contented.

Mr. Jordan adds: "We find it most satisfactory to spray twice a day, which helps to keep milk production at peak. We strongly recommend Gulf Livestock Spray for killing lice."



IMPARTS NO ODOR "I have used Gulf Livestock Spray for 4 years, and have never known it to give a taste or odor to the milk," says Mr. Ray Bottema, of C. M. Bottema & Sons, of Indianapolis, Ind. The Bottema herd of 135 Holsteins includes several prizewinners, and the 1939 Ohio State Fair's Grand Champion.



GULF LIVESTOCK SPRAY:

- kills flies, lice, and ticks
- repels stable and horn flies
- won't impart odor or taste to milk
- quiets cows at milking time—also in pasture
- won't blister, or cause cattle's hair to fall out. It improves the bloom of the animals' coats
- is economical to use.

EXTRA MILK "My herd of 40 registered Guernseys is sprayed morning and night with Gulf Livestock Spray. It gives me the most for my money, for I get enough extra milk to more than pay the cost of the spray." (Signed) A. E. Beaulier, Beauhaven Guernsey Farms, Skowhegan, Maine.

SATISFACTION GUARANTEED OR YOUR MONEY BACK



FREE! Farm and Ranch Bulletin, Second Edition, of the Gulf Research and Development Co.: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs, and Poultry." Write Gulf Oil Corp., Gulf Refining Co., Petroleum Specialties Div., Pittsburgh, Pa.

GULF LIVESTOCK SPRAY

For sale by many leading feed stores, milk companies, and Gulf stations

When you buy products advertised on these pages tell the merchant that you saw the advertisement in the Milk Producers Review

Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXI

Philadelphia, Pennsylvania, September 1940

No. 5



Reading and Writing—Notes

Death Takes John D. Reynolds Was Inter-State Director

ON TUESDAY, August 13, 1940, our Inter-State director, John D. Reynolds, was taken from us. He has ably represented the Inter-State members of District 9-J, New Castle county, Delaware, since 1936.

The Board of Directors, meeting two days after Mr. Reynolds' passing, passed the following resolution in his memory:

We bow our heads in sorrow at the passing of our friend, associate and fellow director, John D. Reynolds. We who have worked with him knew him for his wide knowledge, keen understanding and complete fairness in his relationships with his fellowmen.

John D. Reynolds will be missed by us and by his associates in other farm organizations. His wise counsel will not again be our guide in reaching difficult decisions, but the effects of the advice and counsel given by him to us in the past will remain with us as a permanent and indelible influence for the good in our future development and progress.

We extend to the bereaved family our deepest sympathy in their hour of sorrow and in this we speak for all the members of the Inter-State Milk Producers' Cooperative.

The high esteem in which John D. Reynolds was held by all his neighbors and friends is indicated by another resolution, passed by the delegates of District 9-J. This resolution follows:

Whereas it has pleased Almighty God to remove from our midst our beloved friend and director, John D. Reynolds, and

Whereas his death has caused the citizens of this community to be greatly shocked by the loss they sustained, now therefore

Be It Resolved, that we the members of the Inter-State Milk Producers' Cooperative of District 9-J, express our deepest sympathy to the members of his family in

this their hour of great bereavement, and

Be It Further Resolved, that a copy of this resolution be sent to his family and a copy spread upon the minutes of this association.

The interests and activities of



John D. Reynolds

October 12, 1872—August 13, 1940

John D. Reynolds were many. Not only was he a director but he was also a member of the Executive Committee of the Inter-State Milk Producers' Cooperative, a director of the Philadelphia Inter-State Dairy Council, of the Eastern States Farmers' Exchange and of the Delaware Production Credit Association.

He was a life member of the Master Farmers of Pennsylvania and in 1929 was selected as a Delaware Master Farmer. Community activities also benefited from his counsel and guidance, being a member of the Middletown School Board and an active supporter of the Volunteer Hose Company.

Mr. Reynolds is survived by his widow, Mrs. Mary E. Slaughter Reynolds; a son, William H. of

Wilmington, and a daughter, Mrs. Mary L. Ormerod, of Syracuse, N. Y.

Price Increases Proposed for Pittsburgh Market

A price hearing was held at Pittsburgh on August 22 to consider increasing producer prices for milk sold in the Pittsburgh marketing area. The opinion seemed to be in favor of a \$3.00 Class I price for 4 percent, increasing it from \$2.70, with the Class 1A price remaining at \$2.20 as at present. It was also proposed that the price formulae for some of the lower classifications be increased.

The suggestion was heard from some quarters that this price be effective only until some date next spring, when it would be reduced automatically to the present level.

No order has yet been issued as a result of evidence presented at the hearing.



Photo Courtesy Eastern States Cooper

This picture of the late John D. Reynolds shows him as his neighbors and friends knew him best—a farmer and a man's man.

Consumption of all dairy products in 1939 was 17% above the 1924-29 average. Per capita consumption of butter was 17.7 pounds; of cheese, 5.72 pounds; and of ice cream, 2.2 gallons.

If you pick up a starving dog and make him prosperous, he will not bite you. This is the principal difference between a dog and a man.

—Mark Twain.

Most persons would succeed in small things if they were not troubled with great ambitions.—Longfellow.

YOU KNOW WELL the history of Inter-State—how it was formed about the time of the world war, being one of the country's early fluid milk cooperatives—and how it helped make Philadelphia one of the nationally famous markets. Here I want to acknowledge the fine work of the early founders of Inter-State who had the courage and wisdom to initiate an outstanding organization of producers, and to compliment many of you here who joined with them in their initial efforts to help milk producers take care of themselves.

Today Inter-State differs in many respects from the old Inter-State, just as do other present-day cooperatives from their predecessors. The differences generally are those which only time and experience bring about. One of the principal differences in the Inter-State of today is that with its additional responsibilities it is obliged to operate on a more highly organized basis. Originally it was chiefly a bargaining organization; today, with milk control generally obtaining, it has the added function of representing its members before the various control bodies having to do with milk prices. In fact, under this present-day setup, the matter of producer representation has become a considerably more complicated job than was the earlier problem of bargaining for prices.

The "Long Stretch" Price

Speaking of prices, we must in perfect frankness admit that the ultimate purpose of any milk producers' cooperative is to secure the maximum possible return to its producers. However, it is one thing to secure a maximum return for a short period, yet quite another to secure it over the long stretch.

In considering the long stretch, the first factor that must be kept in mind is that of market stability. Any price, whether too high or too low, which disturbs the stability of a market is a price which will cost producers more money than it will ever make them. A market which is in the clouds one day and in the trough the next is always dangerous to sell in.

Another important factor in milk prices is that of who has the market. If we should have the power to demand and obtain a tremendous increase in prices we would have splendid prices on paper but we would not keep our markets. For us to have the price and someone else the market would be folly.

Conditions generally have changed enormously in the last 22 years. As the prices of other farm commodities have gone down, more and more men in the United States have gone into milk production. We are becoming better dairymen and the consumer has become more particular about the quality of the milk we furnish her.

Responsibilities Build Up

Every improvement and every change in the industry has meant more work and responsibilities for our cooperatives. This includes not only the ever-changing board of health requirements but the change to the weight and butterfat basis of selling milk and, more recently, the classified selling plan; and, whether we like it or not, the classified plan has become the accepted one throughout all the larger markets in this country and many other countries.

An important responsibility of cooperatives that has developed in recent years is

MR. HOFFMAN'S "box" is omitted from this issue of the REVIEW. Instead, we are giving you this summary of the talk given by him at the District 26 picnic, held at Cowan's Gap State Park on August 1. Read it carefully—it contains a lot of good "horse sense" about our farmers' cooperatives.

taking care of producers who, through no fault of their own, have lost their markets. This is especially serious in the seasons of high production and nothing will upset a market more quickly than to have producers out of a market part of the year and in great demand another part of the year. Their milk can be a drug on the market during surplus seasons, thus breaking everyone's price, and in periods of shortage there is temptation to expand the milk shed, bringing in additional producers permanently.

Taking care of such producers as are out of a market through no fault of their own is certainly the responsibility of all producers and the membership of Inter-State has recognized this in the establishment of the reserve fund, through which such producers are protected.

From the same fund too, must be met the expense of disposing of excess supplies of milk in orderly channels, and of finding milk for the non-manufacturing dealers when they don't have enough for their own requirements. This all contributes toward market stabilization, which is the first essential in maintaining a reasonable price.

The Old Attitude Passes

In the early days of most of our cooperatives certain of the men who took the initiative in organizing them were, quite naturally, elected directors and, with the best of intentions, the business of the cooperative was run pretty much in the fashion of a closed corporation. Under those circumstances, if prices were high the organization was fine; if prices dropped, the organization was cursed.

The late I. W. Heaps, of the old Maryland State Dairymen's Association, said many times that some farmers got their dues out of the cooperative merely by having someone to cuss when things went wrong with the milk picture. When a farmer sold independently his wheat, corn, hogs, or anything else he was more or less up against it if things went wrong, but with milk he was all fixed for placing the blame. Such a situation came entirely from the lack of knowledge and existed to a far greater degree in earlier years than it does today.

Must Look After Ourselves

During the past 20 years farm people have learned, first of all, that nobody is going to look after the farmer but himself; secondly, they have learned that he must be just as good a businessman in his organizations as is any other businessman; third, they have discovered that these organizations really must be kept mutual affairs and can be successful only if their purposes and problems are understood by the entire membership.

I don't know of a large cooperative in the country in which the members know more about what is really going on than they do in Inter-State. The obvious reason for this is its setup in Locals and Districts, with meetings going on everywhere in which the affairs of the Cooperative are fully taken up.

Preserving Our Principles

We are hearing a great deal these days about the preservation of our democracy, fifth column activities, the totalitarian state and the results of the war in Europe. It is my opinion, and I believe history will back me up in this, that we are in infinitely better shape in

every way but one than were our forefathers in 1775. We have a background of democracy where all they had was the hope of one. We are disturbed over the operations of three despots; they were worn down by a world of despots. We have a huge debt, but far more assets than we have liabilities; they had no assets beyond a burning desire for freedom. For that and that alone they risked everything they had for the establishment of a better place to live in. They made it a better place to live in because they all had a bit in making it so.

Exactly the same principles apply to our cooperatives. Whether it is in a democracy or a cooperative, if we "let George do it" George is likely to be a fourth-rate office seeker who got in there because we were not careful to put a better man in. That is a real danger to democracies and to cooperatives as well.

The Job of All Members

Not nearly all producers in this territory are members of Inter-State, yet Inter-State is the producers' organization in this area. If it is not doing the job that you feel it should do, in its final analysis that situation is your own fault. First of all, if you are not a member you have no right to criticize Inter-State because you have nothing invested in it—you are paying none of the freight. If you are a member, however, you have every right in the world to criticize constructively if things don't suit you and to do your best to correct conditions which seem wrong to you.

If you don't understand what is going on, you should make it your business to find out. Once you find out, you should then make it your business to correct any condition of which you still disapprove and which it is possible to correct.

When your local meeting is held this fall, you have just as much chance and right as anyone else to elect your choice of members as delegate, or to be elected yourself, if the man who is now in is not doing the sort of job you think he should. Once you get a capable delegate, it is your job to support him and see that he does a good job in representing you.

Men Will Remain "Human"

Carried a step farther, the same thing goes for the director. An informed membership will put the right sort of director in—and then see that he delivers the goods. If the 22 Districts send in 22 directors on that basis, the management will either do an honest job, or there will be a change in management.

We all put our own interests first. Regardless of how fine and straightforward our consumers and milk dealers may be, it would be expecting too much for them to put our interests ahead of their own. As a matter of fact, they will have more respect for us for doing a good straight-forward job of representing ourselves than if we stand by expecting them to do it for us.

In any market there will always be some who will not support the producers' organization, just as in every community there are a few who do not support their community organizations. We will have that situation as long as we have human

(Please turn to page 12)

INTER-STATE MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative

Incorporated
401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel
F. P. Willits, Jr., Statistician

Dis- trict

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1. Alvin K. Rothenberger, Worcester, Pa.
2. Frederick Shangle, Trenton, N.J. R. 2
3. J. M. Wheatley, Federalburg, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa., R. 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Cyger, Kimberton, Pa.
8. Vacancy
9. *Ralph E. Bower, Chesapeake City, Md.
10. E. M. Crowl, Oxford, Pa.
11. Fred A. Walls, Hagerstown, Del.
12. H. B. Stewart, Huntingdon, Pa., R. 4
13. *Howard W. Wickersham, Kelton, Pa.
14. M. L. Stitt, Port Royal, Pa.
15. Jos. S. Briggs, Yardley, Pa.
16. John Carvel Sutton, Kennedysville, Md.
17. *Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Alva Shuss, Everett, Pa.
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*Member of Executive Committee

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Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 2-7977
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, Box 334, Phone 800
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464

Better Rural Life Subject of State Conference

The fifth annual Pennsylvania Country Life Conference, held at Newton Hamilton, August 19-21, was an outstanding event. There was an attendance of approximately 100, with farmers, farm women, agricultural leaders, agricultural organization employees, church people and educators well represented at the meetings.

Approximately 30 of those present were enrolled in the youth section,

which concerned itself primarily with the problems facing young folks in rural communities who have finished high school but are not yet established in farming or other life work.

The talks and discussions centered around the economic, religious and social needs of our farm people and residents of our smaller rural communities. Means were discussed of developing leadership which would help direct a constructive development in rural communities.

It's Hard to Achieve Most Good Things Are

If any one of us could choose only one of these two sources of wealth, or income if we prefer, which would it be—(1) an income that is ours and ours alone, just as long as we take care of it—(2) an income from a source that is open to everyone and over the control of which we have nothing to say? The answer is too obvious to require stating.

Regardless of what a man is manufacturing, be it milk, automobiles, mouse traps, sewing machines, potatoes or hats, the one who operates most efficiently by cutting his costs to the core has captured for himself an extra source of income which is all his as long as he takes proper care of his business. On the other hand, if, in making the same product, he should rely upon higher prices to get additional net income, those higher prices are equally available to every one of his competitors.

Specifically, the milk producer who watches every item of expense and is able to produce milk more cheaply than his competitors—who are his neighbors, near and far—is adding to his net income without stimulating his competitor's production.

Wickard Succeeds Wallace

Secretary of Agriculture Henry A. Wallace has tendered his resignation to the President, the resignation becoming effective September 5. Succeeding Wallace will be Claude R. Wickard, who is promoted from the position of Under Secretary of Agriculture.

Mr. Wallace, who has been Secretary of Agriculture since March, 1933, resigned because of his nomination for the vice-presidency.

"Can I be of any assistance?" asked the sympathetic motorist of a man who was looking unutterable thoughts at a disabled car.

"How is your vocabulary?"

"I'm a minister, sir."

"Drive on."

MILK PRODUCERS REVIEW

Corbett Takes Position On Maryland College Staff

The University of Maryland is to be congratulated and the farmers of Maryland are especially fortunate in the bringing of Roger B. Corbett to that institution, where he will serve as Director of their Agricultural Experiment Station. Dr. Cor-



Roger B. Corbett who, on September 16, 1940, will assume his new duties as Director of the Agricultural Experiment Station, University of Maryland.

bett will assume his new duties on September 16.

The new director brings additional prestige and ability to an already splendid staff of scientists and educators and will prove a real help to Maryland agriculture.

Dr. Corbett is a native of West Virginia and was graduated from Cornell University in 1922, receiving advance degrees from the same institution in 1923 and 1925. From 1925 to 1933 he served in several capacities with the Rhode Island Agricultural Experiment Station and Rhode Island State College, advancing to the position of department head.

From late 1933 until 1936 he served in various capacities with the Agricultural Adjustment Administration and the Extension Service and in 1937 joined the staff of the University of Connecticut, becoming Dean and Director of the College of Agriculture in charge of all phases of agricultural work at that institution.

Many leaders in the Inter-State organization became acquainted with Dr. Corbett while he was serving as secretary of the Northeastern Dairy Conference, an annual session of which was held in Philadelphia in January, 1936.

September, 1940

Annual Meeting to be Held November 25-26

The fifth annual meeting of the Inter-State Milk Producer's Cooperative will be held at the Benjamin Franklin Hotel in Philadelphia on Monday and Tuesday, November 25-26.

These dates were selected after careful consideration of all available dates, and especially as to their relation to the more probable dates of Thanksgiving. Much conjecture has been heard as to the date of Thanksgiving but efforts to obtain authentic information were unavailing. The actual date of this holiday in the various states will not be known until official proclamations are issued.

The annual meeting committee is developing plans which will be unusually attractive and should assure a large turn-out of members and their friends. Details will be announced as they become available.

Fair Rules, Written Down, Increase Producers' Income

When it seems impossible for a group to get along together in an orderly fashion and play the game according to reasonable rules, it then becomes necessary to establish rules and put an umpire or referee on the job to see that everyone lives up to them.

That is pretty much what happened at Chicago when the price of milk was unnecessarily low and there seemed to be a growing disregard of the Golden Rule which, fundamentally, requires a fair price to farmers. As a result, a Federal Milk Marketing Order was put in effect there on September 1, 1939, and in commenting upon its success, "Pure Milk," the official publication of the Pure Milk Association says,

"Chicagoland dairymen have received three million dollars more for milk during the eleven months that the Federal Marketing Order has been in effect in the Chicago area than they received during the same eleven months of the previous year before the introduction of minimum producer price regulation.

"A million and a half dollars of this increased income from milk has gone to Illinois dairymen under the Order, two hundred thousand dollars to Indiana dairy farmers, and Wisconsin dairy farmers' share was one million three hundred thousand."

Other comments from the same area indicate that many dire predictions as to the effect of the order have not materialized, consumption actually going up while producers got more for their milk.



This miniature Niagara was snapped at Montbella Lake, near Kennedyville, Md., by Mrs. C. H. Crew of Kennedyville.

Maryland Co-op Institute An Outstanding Success

The Maryland Cooperative Institute held at College Park, August 13-15 was considered an outstanding success by the several hundred farm organization leaders and members who attended. A widely varied program covered subjects of cooperative management, membership relations, credit policies and other subjects of direct interest to cooperatives.

Headlining the program was John Brandt, president of Land O' Lakes Creameries, with R. M. Evans and Milo Perkins of the United States Department of Agriculture other well-known out-of-state speakers. Discussions were led by, among others, B. B. Derrick, manager of the Maryland and Virginia Milk Producers' Association, O. H. Hoffman, Jr., general manager of the Inter-State Milk Producers' Cooperative, and R. W. Shermantine, manager of the Maryland Cooperative Milk Producers.

The Institute program was also rich in talent from officers and leaders in other Maryland farm organizations.

Indications point to a repetition of this Institute as an annual event.

Use Paper Silos For Emergency Storage

During the past two years the English nation has been urging its farmers to put more livestock feed in silos, stating that, as an emergency measure, paper-lined silos would serve this purpose satisfactorily. In fact, the English have stated in full-page advertisements that "Silage Saves Ships."

This type of silo has also proven valuable in this country. They have been used frequently as an emergency silo for saving crops damaged by drought or frost. They are also adapted to taking care of the needs of farmers who wish to have extra temporary silo capacity.

Perhaps, however, the greatest opportunity for their use is with the dairyman who rents his farm.

The silo is a portable structure and relatively inexpensive, thus providing him with a practical means of putting up silage in the absence of a permanent silo on the premises he is renting.

Good results with these silos have been obtained in experimental tests. Manufacturers give complete instructions on the building and filling of these structures.

Dairy Federation Will Meet in Omaha

The National Cooperative Milk Producers' Federation has scheduled its 24th annual convention for December 4-6 at Omaha, Nebraska, according to an announcement made by Chas. W. Holman, Secretary.

The Federation is the largest and oldest national organization of commodity cooperative associations owned by farmers in the United States. It has 60 affiliated member units, with membership in approximately 40 states.

Officers of the Federation are N. P. Hull of Michigan, president; John Brandt, Minnesota, first vice-president; W. P. Davis, Massachusetts, second vice-president; Geo. W. Slocum, Pennsylvania, treasurer; and Charles W. Holman of Washington, D. C., secretary. B. H. Welty, president of Inter-State, is a director and F. P. Willits, honorary director of Inter-State, is also an honorary director of the Federation.

Plans are being worked out to provide Pennsylvania's 4-H Dairy Club boys and girls with low-cost accommodations at the National Dairy Show. Boys and girls planning to take advantage of this opportunity must act through their local and county 4-H club leaders who will make arrangements with the State Club Leaders at State College.

A lot of people who spout so profusely about capital and labor never had any capital and never did any labor when they could get out of it.

Prices Paid for 4.0% Milk By Philadelphia Dealers July, 1940, f. o. b. city plant

Abbotts Dairies.....	2.37
Baldwin Dairies.....	2.48
Breuninger Dairies.....	2.50
Engel Dairy.....	2.83
Gross Dairy.....	2.55
Harbisons' Dairies.....	2.61
Missimer Dairies.....	2.69
Scott-Powell Dairies.....	2.31
Supplee-Wills-Jones Milk Co.....	2.39
Sypherd's Dairy.....	2.47

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.	Class I	Class II	Class III
July	\$2.85	\$1.35	\$1.08
August	2.85	1.65	1.10

*Increase became effective on August 5.

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets, as set forth in Order 48, effective February 16, 1940, are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Class III Prices—4.0% Milk

MARKET	JULY	AUGUST
All Penna. Markets	\$1.13	\$1.15
Md. & Del. Stations	1.15	1.17
Wilmington	1.15	1.17

Average price 92-score butter at New York:

Cents Per Pound	First Half	Last Half	Monthly
July	27.13	27.00	27.06
August	27.68	27.55	27.61

The July average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.



"They say she's quite talented!—She puts on a little milk production twice a day!!"

Classification Percentages — July, 1940

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	62	23	15	100% of Cl. I
Baldwin Dairies.....	68	21	11	60% of Prod.
Blue Hen Farms.....	60.85	9.66	29.49	
Breuninger Dairies.....	70	19	11	
Clover Dairy Co.....	73.23	11.10	15.67	39% of Prod.
Eachus Dairies.....	88.29	10.82	.89	
Engel Dairy.....	90.69	4.90	4.41	86.18% Prod.
Fraims Dairies.....	74.81	12.25	12.94	
Gross Dairy.....	70	30		70% of Cl. I
Harbisons' Dairies.....	77	13	10	75% of Cl. I
Hernig, Peter, Sons.....	28	72		
Hill Crest Farms.....	95.10	4.9		
Hoffman Dairies (Hntdn).....	36	4.6	59.4	
Martin Century Farms.....	87.69	12.31		66.72% Prod.
Missimer Dairies.....	79.92	20.08		
Mt. Union San. Dairy 1-15.....	92	5		
Mt. Union San. Dairy 16-31.....	92	8		
Nelson Dairies.....	58	30	12	
Pebble Hill Dairy.....	70	30		
Penn Cress Ice Cream Co.....	30.1	3.4	66.5	
Scott-Powell Dairies.....	57	30	13	66% of Prod.
Stegmeier, Clayton.....	61	5	34	
Supplee-Wills-Jones.....	61.43	30.48	8.09	70% of Cl. I
Sypherd's Dairy.....	70.6	8.6	20.8	
Turner & Wescott.....	52	41	7	
Walnut Bank Farms.....	71.75	8.19	20.06	
Waple Dairy.....	87.6	7.8	4.6	
Wawa Dairies.....	75	18	7	
Williamsburg Dairy 1-15.....	95	5		
Williamsburg Dairy 16-31.....	96	4		

NEW JERSEY

Dealer	Norm	Cream	Excess
Castanea Dairy Co. "A".....	80 of Norm	20 of Norm	Balance
Castanea Dairy Co. "B".....	85 " "	15 " "	Balance
Abbotts Dairies.....	110 " "		Balance
Scott-Powell Dairies.....	100 " "		Balance
Supplee-Wills-Jones.....	100 " "		Balance

(a) Martin Century paid in July, Class I, 70.45% at \$2.79; 17.26% at \$2.98; Class II, 9.89% at \$1.51; and 2.42% at \$1.55. (Prices of 4% Grade "B" milk f.o.b. Lansdale.)

(b) "A" bonus paid on 55.2% of norm.

Feed Price Summary For August, 1940

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	August 1940 (\$ per T.)	July 1940 (\$ per T.)	August 1939 (\$ per T.)	% Change July, 1940 compared with August, 1939
Wheat Bran.....	30.32	29.21	25.95	+3.80
Cottonseed Meal 41%.....	39.32	38.55	34.82	+2.00
Gluten Feed 23%.....	28.65	28.39	27.72	+ .92
Linseed Meal 34%.....	34.58	35.73	44.18	- 3.22
Corn Meal.....	35.13	34.66	28.34	+1.36
Mixed Dairy Rations: 16%.....	31.74	31.43	28.56	+ .99
24%.....	36.71	36.24	34.51	+1.30
32%.....	39.45	39.10	37.47	+ .90
Brewer's Grains.....	29.38	28.92	26.38	+1.59

When I was a little boy," said the Sergeant-Major sweetly, "my mother told me not to cry when I lost my wooden soldiers. 'Some day, Johnny, dear,' she said, 'you will get those wooden soldiers back'."

Then with his best parade ground roar, he add; "And, believe me, you woodenheaded scarecrows, that bloomin' day has come!"

If you really do a lot of work, you don't need to talk a lot about it.

Night Watchman: "Young man, are you going to kiss that girl?"

Young man: "No."

N. W.: "Here then, hold this lantern."

"Just tell me one good reason why you can't buy a new car now," said the persistent automobile salesman.

"Well, I'll tell you, man," replied the farmer, "I'm still paying installments on the car I swapped for the car I traded in as part payment on the car I own now."

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

July Averages and July and August Schedules. (Explanatory notes at bottom of page and on Page 6, Column 1).

Dealer	Delivery Point	Average Price July	Class I Price July and August	Class II Price July	Class III Price August
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.55	\$1.58
Abbotts Dairies.....	Coudersport, Pa.....	1.98	2.38	1.47	1.50
" "	Curryville, Pa.....	2.04	2.47	1.48	1.51
" "	Easton, Md.....	2.09	2.56	1.45	1.47
" "	Goshen, Pa.....	2.15	2.63	1.50	1.53
" "	Kelton, Pa.....	2.16	2.65	1.51	1.54
" "	Oxford, Pa.....	2.16	2.65	1.51	1.54
" "	Port Allegany, Pa.....	1.98	2.38	1.47	1.50
" "	Spring Creek, Pa.....	1.96	2.34	1.46	1.49
Avondale Farms Dairy.....	Bethlehem, Pa.....	1.79-1.85	2.85	1.40	1.43
Blue Hen Farms.....	Wilmington, Del.....	2.18	2.77	1.65	1.67
Breuninger Dairies.....	Richlandtown, Pa.....	2.24	2.62	1.50	1.53
Centerville Producers' Co-op.....	Centerville, Md.....	2.34			
Clover Dairy Company.....	Wilmington, Del.....	2.36	2.77	1.65	1.67
Delchester Farms.....	Edgemont, Pa.....	2.37	2.98	1.55	1.58
Duncan's Dairy.....	Springfield, Pa.....	2.60	2.98	1.55	1.58
Eachus Dairies.....	West Chester, Pa.....	2.77	2.85	1.40	1.43
Fraims Dairies.....	Wilmington, Del.....	2.42	2.77	1.65	1.67
Harbisons' Dairies.....	Brandtsville, Pa.....	2.33	2.62	1.50	1.53
" "	Byers, Pa.....	2.33	2.62	1.50	1.53
" "	Carlisle, Pa.....	2.33	2.62	1.50	1.53
" "	Hurlock, Md.....	2.27	2.56	1.45	1.47
" "	Kimberton, Pa.....	2.33	2.62	1.50	1.53
" "	Massey, Md.....	2.29	2.58	1.45	1.47
" "	Millville, Pa.....	2.23	2.50	1.49	1.52
" "	Sudlersville, Md.....	2.29	2.58	1.45	1.47
Harshbarger Dairy.....	Altoona, Pa.....		2.96	1.40	1.43
Hernig, Peter, Sons.....	Boiling Springs, Pa.....	1.80	2.58	1.50	1.53
Hershey Creamery Co.....	Greencastle, Pa.....	1.70			
Highland Dairy Co.....	Doe Run, Pa.....	2.44	2.85	1.40	1.43
Hill Crest Farms.....	Eddington, Pa.....	2.91	2.98	1.55	1.58
Hoffman Dairy.....	Bedford, Pa.....		2.58	1.40	1.43
" "	Huntingdon, Pa.....	1.92	2.70	1.44	1.46
" "	Woodlyn, Pa.....	2.60	2.98	1.55	1.58
Johnson, J. Ward.....	Altoona, Pa.....		2.96	1.40	1.43
Keith's Dairy.....	Lansdale, Pa.....	2.67	2.98	1.55	1.58
Martin Century Farms.....	Chester, Pa.....	2.60	2.98	1.55	1.58
Miller-Flounders Dairy.....	Mt. Union, Pa.....	2.60-2.66	2.70	1.44	1.46
Mount Union Sanitary Milk Co.....	Jeffersonville, Pa.....	2.33	2.98	1.55	1.58
Nelson Dairies.....	Doylestown, Pa.....		2.98	1.55	1.58
Pebble Hill Farm.....	Cresson, Pa.....	1.90	2.96	1.40	1.43
Penn Cress Ice Cream Co.....	Lewistown, Pa.....		2.58	1.40	1.43
Royale Dairy.....	Clayton, Del.....	2.07	2.60	1.45	1.47
Scott-Powell Dairies.....	New Holland, Pa.....	2.12	2.66	1.51	1.54
" "	Pottstown, Pa.....	2.14	2.71	1.51	1.54
" "	Snow Hill, Md.....	1.98	2.44	1.45	1.47
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.11			
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.37	2.96	1.40	1.43
Supplee-Wills-Jones Milk Co.....	Bedford, Pa.....	2.06	2.47	1.48	1.51
" "	Chambersburg, Pa.....	2.11	2.55	1.49	1.52
" "	Hagerstown, Md.....	2.06	2.49	1.45	1.47
" "	Harrington, Del.....	2.12	2.58	1.45	1.47
" "	Huntingdon, Pa.....	2.10	2.53	1.49	1.52
" "	Leaman Place, Pa.....	2.19	2.67	1.51	1.54
" "	Lewistown, Pa.....	2.11	2.55	1.49	1.52
" "	Mercersburg, Pa.....	2.11	2.55	1.49	1.52
" "	Mt. Pleasant, Del.....	2.12	2.58	1.45	1.47
" "	Nassau, Del.....	2.10	2.55	1.45	1.47
" "	Princess Anne, Md.....	2.05	2.47	1.45	1.47
" "	Townsend, Del.....	2.12	2.58	1.45	1.47
" "	Waynesboro, Pa.....	2.11	2.55	1.49	1.52
" "	Worton, Md.....	2.12	2.58	1.45	1.47
Swavely, H. R. Dairy.....	Pottstown, Pa.....		2.85	1.40	1.43
Sylvan Seal Milk Co. (Del. only).....	F. O. B. Farm.....	2.10			
Turner & Wescott.....	Glen Roy, Pa.....	2.08	2.65	1.51	1.54
Walnut Bank Farm.....	Quakertown, Pa.....	2.43	2.98	1.55	1.58
Waple Dairies.....	Tyone, Pa.....	*2.49	2.70	1.44	1.46
Wawa Dairy Farms.....	Wawa, Pa.....	2.38	2.98	1.55	1.58

* The amount paid on account was equivalent to this price.

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

‡ Distress milk not included.

Secondary Markets

SOUTH JERSEY

The South Jersey committee donated several prizes for the 4-H club dairy show held at Alcyon Park, Pitman, on August 15-17. Calf halters were awarded to Marion Pettit, Woodstown, who showed the Grand champion Holstein in the 4-H show; to Warren Groff of Gloucester county with the Grand champion Guernsey; and to Franklin Coleman of Elmer, with the champion Jersey.

A seamless milk pail was awarded to Doris Coleman of Elmer as a reward for the best job of fitting in the show and Warren Groff of Gloucester county was given a similar prize for being named champion showman at the show.

TRENTON

Production conditions in this area have improved since a month ago, with better pastures resulting in additional milk. It is reported also that some producers added an extra cow or two during the early August shortage, the production of those cows adding to the increased supply.

The cooler weather has made it easier to meet sanitary and temperature requirements, resulting in less milk being returned.

The Trenton committee meets regularly at 2:00 P.M., the last Wednesday of each month, at 19 W. State Street, Trenton, at which address Market Manager Frederick Shangle can be reached every Tuesday morning or by appointment.

WILMINGTON

The annual meeting for the election of members to the Wilmington Inter-State Milk Market Committee will be held at Newark on Thursday evening, September 19. The nominating committee, announced in the August Review, met and nominated the following producers for positions on this committee:

R. E. Bower, Chesapeake City, Md.
A. T. Buckingham, Newark, Del.
H. W. Cook, Elkton, Md.
J. L. Ford, Newark, Del.
H. Vaughn Ginn, Middletown, Del.
Irwin G. Klair, Marshallton, Del.
Norman E. Klair, Marshallton, Del.
Fred Martenis, Elkton, Md.
H. B. McDowell, Middletown, Del.
Frank McVaugh, Hockessin, Del.
Chas. B. Moore, Bear, Del.
Leland Pleasanton, Middletown, Del.
H. Wilson Price, Newark, Del.
J. Hazel Price, Warwick, Md.
J. J. Rubincame, Landenberg, Pa.
Geo. H. Shaw, Middletown, Del.
Thos. H. VanSant, Newark, Del.
Wilmer E. Wilkinson, Landenberg, Pa.

Two nominations were made for each of the 9 places on the committee and any member supplying Wilmington milk dealers will have the privilege at the meeting of making additional nominations from the floor.

The committee is at work preparing an outstanding program for this annual market meeting.

LANCASTER

The Executive Committee of the Lancaster Inter-State Milk Market met on August 26 and reviewed the local market situation. The milk supply has been adequate although not burdensome during the past few weeks, with a gradual increase in production since August 1. Consumption has been retarded locally due to vacations and cool weather.

The market manager reported numerous butterfat test complaints during the month, with many requests for check-testing service. Complaints on high bacterial counts were followed up and were discovered to be due mainly to poor cooling. Improvements in this respect have been noted.

Market Manager C. E. Cowan reported on the delegate meeting of the Metropolitan Milk Producers' Bargaining Agency, stating that the request of the Agency for a hearing on a price increase was denied by the Federal authorities. The Executive Committee of the Agency was instructed to increase its efforts to obtain a hearing at which a price increase would be requested.

The blended price for 3.5 percent milk, f.o.b. Lancaster, which was sold in the New York market, was \$1.715 in July. This price was based upon the following percentages and on prices which applied in the 201-210 mile zone:

Classes	Percentages	Class Prices
I	40.39	\$2.450
II-A	12.85	1.665
II-B	3.35	1.383
II-C	3.06	1.333
III-A	8.89	1.393
III-B	9.13	1.283
III-C	13.77	1.093
III-D	2.94	1.058
IV-A	2.15	.983
IV-B	3.47	1.105

"What am de mattah, ah ain't seen you round about lately?"

"Man, ah dun been sick, ah has. Why, fo days and days ah wuz afraid to look in de papah, fear ah would see my name in de died colmn."

A girl doesn't have to watch the speedometer to know what her boy friend is driving at.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during July, 1940.

Farm Calls.....	1151
Non-Farm Calls.....	302
Butterfat Tests.....	3740
Plants Investigated (first half July)	13
(second half July)	21
Herd Samples Tested.....	552
Brom Thymol Tests.....	229
Miscroscopic Tests.....	95
Membership Solicitations.....	144
New Members Signed.....	19
District Meetings.....	2
Attendance.....	25
Committee Meetings.....	6
Attendance.....	48
Other Meetings.....	5
Attendance.....	401

"Soap and Water" Test Tells Silage Quality

A simple soap and water test is a good aid in judging the quality of silage. If, after handling the silage, soap and water will remove the odor from the hands it is an indication that the silage has undergone the right kind of fermentation, says T. E. Woodward, of the Federal Bureau of Dairy Industry. If an unpleasant odor lingers after washing, it is an indication that there has been an undesirable butyric-acid fermentation instead of the lactic-acid fermentation.

Ill-smelling silage, says Woodward is the result of two conditions prevailing at the same time—moisture and low acidity. Either high moisture and high acidity or low moisture and low acidity will provide the chemical conditions for desirable silage fermentation.

Chopping the material fine so that it can be packed tight to force out air is the other precaution which Woodward recommends in silage making.

Silo Safety Bulletin

With the rapidly growing popularity of grass silage, the necessity of extra re-inforcements of silos is being emphasized.

The re-inforcement requirements for various types of silos are outlined in Farmers' Bulletin 1820, recently issued by the United States Department of Agriculture.

Dairymen planning to put up this kind of silage are strongly urged to investigate thoroughly the needs for re-inforcement of silos before filling with this heavier material.

"How can you call it a love match? He must be worth a million."
"Well, isn't that lovely?"

Rendezvous With Fall

BY JEAN H. MACKEY

ON THOSE super-hot and super-humid days in August when the first fur-coat advertisements were appearing in the daily papers and the shore was still crowded with thousands of children of every age, the Dairy Council was as busy as could be with plans for new work and study for those same children in September. And now that the summer is nearly over, there is a wealth of fresh material available to schools, teachers and parents in the coming season.

First of all, there is a set of Posture Posters, drawn in full color by a young American artist, Vance Locke. They depict eight typical high school scenes in which good posture marks the boy or girl who possesses it with "A Mark of Distinction". The seal of each poster shows a bottle of milk, and tells the story that milk is the foundation of posture.

Second, there is available a brand-new food demonstration entitled "Now We're Americans". It combines the foods of many nations, each one using a liberal amount of milk or a dairy product in its make-up. Some of the recipes used are so enticing that we are going to reprint them for you later on in the season. Every one is a gem in itself.

Third on the list is a beautiful set of two-color cafeteria posters, showing the place of milk in the lunch, breakfast, or dinner menu. These pictures are so well-done that you can almost reach out and touch that delicious looking glass of milk. Placed in cafeterias of factories, or stores, these attractive posters cannot help but sell milk to the worker.

A fourth project which will be completed early in September is a geography project for grade schools. Unusual in its make-up, it will be both useful and educational for boys and girls. It consists of a series of loose-leaf pages, each devoted to one state in the Union and describing their products and manufactures. It ties up with milk in that it draws a parallel between, for instance, the power that it takes to drive an engine and the corresponding amount of power needed to drive the human machine. Beautifully illustrated by a competent artist and enclosed in an attractive cover, this book will no doubt prove to be both popular and extremely valuable.

These are not all of the new things that have been done during the summer, but they serve to show that the Dairy Council is ready to keep its "rendezvous with Fall."

The Dairy Council Prepares for a New Season of Work and Progress . . . Plans and Programs and Projects and Posters Fill up Summer Days



Here Miss Frances Livingston Hoag, Dairy Council nutritionist, shows your Dairy Council reporter how she will use her new pictures in a lecture to teachers in the fall.

MISS HOAG has her own story to tell about the summer's work. During July and August, she has prepared a new slide talk which should prove to be intensely interesting. It deals with the foods necessary for human growth at the various stages of development. Miss Hoag, who has been with the Dairy Council for seventeen years, is very much interested in this branch of nutrition work and has had a great deal of experience in her work on various committees and in lectures to many professional groups which complements her own research and study.

Another of Miss Hoag's summer projects is the development of a series of posters for use by teachers in Home Economics classes particularly, which are useful in scoring the foods which people eat every day. The backgrounds of the posters are suggestive of the reasons for correct diet and food purchasing and provide space for charting the scores of both a good and a bad choice by the individual.

Convinced of the practicality and desirability of the visual method of

teaching nutrition, Miss Hoag has also prepared a large chart which shows in panorama view the foods essential to human beings at each point in their development drawing a striking comparison between those essential in extreme youth and extreme age. Prominent at every age of course, is milk. Miss Hoag finds that all sorts of people from teacher to pupil, from mother to child, learn more easily and more willingly by illustration than by ear alone. That is why she considers her summer's work to be particularly important from the nutrition standpoint in preparation for a new season.

The tourist had stopped in a small rural village. He was preparing to resume his journey when he noticed the town constable watching him narrowly.

"What's the speed limit here?" he asked, thinking it wise to be prepared.

"Never ye mind, young feller," replied the rustic cop. "Just yew try t'git out o' this town without bein' arrested."

District Contests Completed for Selecting Dairy Queen

DAIRY QUEENS were selected in each of fourteen Districts of the Inter-State Milk Producers' Cooperative in elimination contests held during August. The queen selected in each District is to be the guest of the Inter-State Milk Producers' Cooperative at Philadelphia on September 10 and 11, at which time a queen will be selected for all Inter-State territory lying within Pennsylvania.

The name and address of the Dairy Queen selected in each District where a contest was held follows:

District 1, Joyce A. High, Pottstown, Pa. R. 1, daughter of Arthur H. High.

District 2, Carolyn A. Fisher, Stockton, N. J. R. 1, daughter of H. H. Fisher.

District 6, Margaret L. Hamm, Kempton, Pa. R. 2, daughter of Geo. D. Hamm. Alternate—Myrtle Long, Kempton, Pa., R. 2, daughter of Milton T. Long.

District 8, Katherine E. Twaddell, Phoenixville, Pa., R. 2, daughter of Edward H. Twaddell. Alternate—Margaret Strickland, Chester Springs, Pa., daughter of James H. Strickland.

District 9, Bernice Keidel, Hockessin, Delaware, daughter of C. W. Keidel.

District 11, Hilda Marie Armstrong, Quarryville, Pa. R. 2, daughter of Clifton Armstrong. Alternate—Elva Viola Warfel, Drumore, Pa. R. 1, daughter of B. S. Warfel.

District 13, Florence Rossman, Pennsylvania Furnace, Pa., daughter of G. D. Rossman. Alternate—Alice Martin, Huntingdon, Pa. R. 4, daughter of John T. Martin.

District 15, Helen M. Frank, West Chester, Pa. R. 4, daughter of Norman W. Frank. Alternate—Ruth Buffington, Kennett Square, daughter of George Buffington.

District 16, Leona L. Aurand, Lewistown, Pa. R. 1, daughter of Geo. D. Aurand.

District 17, Mabel E. Satterthwaite, Yardley, Pa., daughter of Amos Satterthwaite. Alternate—Ellen Smith, New Hope, Pa., daughter of S. Wilford Smith.

District 20, Mary Montgomery, Duncansville, Pa., daughter of Wm. B. Montgomery. Alternate—Ann Rumberger, Tyrone, Pa. R. 1, daughter of R. W. Rumberger.

District 21, Pauline Kathryn Guyer, New Enterprise, Pa., daughter of J. Lawrence Guyer. Alternate—Ruth Miller, Clearville, Pa. R. 2,

daughter of Kenneth Miller.

District 25, Mary A. Miller, Waynesboro, Pa. R. 3, daughter of G. C. Miller. Alternate—Eleanor Virginia Beachley, Middletown, Md., daughter of Martin S. Beachley.

District 26, Josephine M. Andrews, Chambersburg, Pa. R. 2, daughter of Chas S. Andrews. Alternate—Evelyn L. Patterson, St. Thomas, Pa. R. 1, daughter of Fred J. Patterson.

The girls who participated did splendidly. This is true of every one of them, including those who furnished competition for the winners. Reports from district officers indicate that the judges remarked about the close decisions that were necessary. The manner in which the girls gave their talks on "Why Milk and Milk Products Are Our Best All Around Foods" and answered the questions on dairy subjects showed poise and a good knowledge of dairy subjects.

While in Philadelphia the girls will be guests of the Cooperative and will be given a full program of interesting entertainment. A part of the program, of course, will be set aside especially for the selection of the girl who will represent the Inter-State at the final contest to be held at State College on September 21.

Mrs. B. H. Welty, wife of Inter-State's president, will be official hostess to the girls while in Philadelphia.

The final selection which will be made at State College on September 21 is open to girls nominated by dairy organizations in Pennsylvania. The program will start off with a dinner at 12:00 noon (Standard Time) in the Nittany Lion Hotel at State College. The program will be brief in order to enable those participating to return to their homes the same day.

The responsibility of selecting the final winner has been placed in the hands of Mrs. Hester Beall Provensen, Assistant Professor of Public Speaking, University of Maryland. Lloyd C. Burlingham, secretary of the National Dairy Show, will also be present at this event.

Compliments are due Local and District officers for the excellent work done by them in planning and executing the District contests which required careful attention in order to secure the success attained. Judges in these contests are also deserving of compliments for the uniformly satisfactory selections made

by them in the face of close decisions.

Qualifications for the Dairy Queen as originally announced by the Pennsylvania Dairymen's Association are:

- (a) Daughter of a Pennsylvania dairy farmer.
- (b) Approximately 17 to 21 years of age.
- (c) A high school graduate.
- (d) Unmarried.
- (e) Possessed of poise, personality and appearance.

In the contest for selecting Inter-State's representative the added requirement was made that girls competing for this distinction must be daughters of members of the Inter-State Milk Producers' Cooperative.

New York Pool Price Up

The uniform producer price for dairymen supplying the New York market during July was \$1.68 per hundred pounds of 3.5% milk f.o.b. plants in the 201-210 mile zone, according to an announcement by N. J. Cladakis, Market Administrator.

This price was 12 cents over the June price and 18 cents over the price paid in July, 1939.

In his report Mr. Cladakis states that a further gain in price was offset by higher deliveries of milk than a year ago.

Research Work Points Way To Milk Cooling Economies

Research work carried on by John E. Nicholas, agricultural engineer at Pennsylvania State College, revealed that for a dairy producing four cans of milk daily, two in the evening and two in the morning, considerable saving can be made by using a 2-can milk cooler.

These studies by Mr. Nicholas reveal that "milk drawn in the evening and cooled at night warmed as much, or slightly more, if left in the cabinet of the cooler while the morning's milk was being cooled as it would if removed and allowed to stand in the open air of the milk house."

This practice would result in a saving on the original cost of the cooler and a slight reduction in the cost of operation. Purchasers of equipment should be careful, however, that any equipment they buy has sufficient capacity to take care of the peak load during the entire season, and also of a size that will take care of the production from one increase in the size of herd.

Who We Are—What We Do

Visitors to Dairy Dell on Atlantic City's Central Pier, seeing the sign over the Dell's milk bar "Operated by Inter-State Milk Producers' Cooperative" frequently ask what is this Inter-State Milk Producers' Cooperative, what does it do, who owns it, etc. The attendants were often too busy to take the time necessary for a proper answer. We, therefore, prepared a small folder addressed to the consumer and telling in simple terms "Who We Are—What We Do."

The customers can read this brief message while enjoying their milk shake, glass of butter milk or other dairy drink. The folder is reprinted herewith.

The Inter-State Milk Producers' Cooperative is a "WE" organization of more than 7000 milk-producing farmers working together for our mutual benefit. We live in New Jersey, Pennsylvania, Delaware and Maryland, and supply milk to the markets in Philadelphia, Atlantic City, Camden, Trenton, Wilmington, Lancaster, Altoona and several other towns within what we customarily call the Philadelphia milk shed.

In this highly organized age, when city men of all classes find it necessary to work together for their common good, we farmers specializing in the production of the milk which is delivered on your doorstep each morning find that we too can better serve you, our customer, if we work in an organized fashion.

We men who supply you with this milk must produce it from cows that are free of disease, in accordance with the strict regulations of the health authorities in the various areas in which you live, and then cool it and get it into market within the space of a single day. Then it must be sold by us and processed and delivered to you by your distributor.

Scattered as we are, each of us operating independently owned milk production plants, so to speak, we must have some central agency to represent us efficiently in the disposition of our milk in order that it may be delivered to you at a price which you can afford to pay.

Inter-State, as we call our organization, is that central agency. We own it, bag and baggage, and we control it on a one man-one vote basis. Any savings which it may make for us belong to us in exactly the proportion of business done.

We have our own hired experts to assist us in the production of a better grade of milk and to most efficiently dispose of that milk for us through the channels of distribution.

In addition, we as a group protect one another against credit losses and loss of market provided we produce a

saleable product as measured by the sanitary requirements in effect.

We believe we farmers have a definite responsibility to the general prosperity of our country. Through our organization we believe we can make the farm a better place on which to live and our rural communities greater contributors to the Nation's welfare and so, by effectively helping ourselves, we believe we can help perpetuate this democracy we call The United States.

Milk Salesman to Irate Customer: "It isn't my fault the milk is blue, lady. It's these long, dull evenings that make the cows depressed."

—Detroit News.



Mrs. Raymond Groendyke of R. D. 2, Trenton, N. J., sent us this interesting picture of the girl with two pet puppies, taken on her farm.

Board Holds Busy Session

THE Board of Directors of the Inter-State Milk Producers' Cooperative held their regular meeting on August 15. A special resolution was introduced and passed in respect to John D. Reynolds, whose death occurred two days earlier. The resolution, which was signed by all directors and officers of the Cooperative, appears in full on another page.

Considerable discussion was held relative to marketing problems which have developed in various parts of the territory, including payments by some dealers under the prices set by the Milk Control Commission.

The Board approved September 26-27 for the next meeting of the Board of Directors, this meeting to be held in place of the regular September Executive Committee meeting which is being transferred to October.

A discussion was held on milk advertising and the management authorized to gather information as to costs and possibilities, to be presented at the next meeting of the directors.

The annual meeting committee reported its difficulty in selecting an annual meeting date and after considering all factors recommended Monday and Tuesday, November 25 and 26, the meeting to be held at the Benjamin Franklin Hotel. This recommendation was approved by the directors.

It was announced that the terms of the directors in seven Districts will expire this fall and that delegates elected at the annual meetings of Locals in each of those Districts will be required to elect a director.

The Districts, with the names of the directors now representing them, follow:—

- 5 E J. W. Keith
- 8 H Furman Gyger
- 10 K Ralph E. Bower
- 13 N H. B. Stewart
- 19 U John Carvel Sutton
- 21 X Alva Shuss
- 23 Z Charles R. Hires, Jr.

The report on membership sign-up by Secretary-Treasurer I. Ralph Zollers showed that more than 400 new members had been signed thus far during the fiscal year.

A report on the Grade A milk situation in the New York market was given by President B. H. Welty and by Howard W. Wickersham, who had attended meetings of the Grade A Association.

The advisability of keeping our extension forces, and especially the county agricultural agents, informed on the Cooperative and on milk marketing activities was discussed, following which authorization was given to arrange for a conference to which all county agents in Inter-State territory would be invited.

A full report on market conditions was given the directors, especially as to the production situation and the effect of the hot weather in late July on production and consumption, resulting in a temporary shortage of approved supplies of milk and cream.

Patient (in waiting room of doctor's office): "How do you do?"

Second Patient: "So-so. I'm aching from neuritis."

First patient: "Glad to meet you. I'm Mendelbaum from Chicago."

Franklin County Picnic Draws Record Crowd

A RECORD CROWD of 1300 people attended the fourth annual picnic of District 26 of Inter-State Milk Producers' Cooperative, which was held in Cowan's Gap State Park on August 1. The picnic was unusually well organized and the varied and extensive program was handled like clock work.

Included in the attendance were many members from District 25 and also other dairymen from the district and nearby areas, and their families. Among the speakers were O. H. Hoffman, Jr., general manager of Inter-State, a summary of whose talk is given on another page of this

Edenville Chorus also rendered several selections.

D. E. Witherspoon, District director, presided during the speaking program, while games for the boys and girls were under the direction of D. H. Brechbill and Theodore Hoffeditz.

Space prevents elaboration on the part taken by numerous others whose work contributed greatly to the success of the event. Special recognition, however, is due the many merchants in the area who contributed some 50 attendance prizes awarded to producers and their families attending the picnic.

The District 26 picnic was held on August 1, on the shore of this lake in Cowan's Gap State Park, Franklin County, Pa. Facilities for a wide variety of recreation were available to the guests at the picnic. The picture was sent by Theodore Hoffeditz, Greencastle, Pa.



issue; Henderson Supplee, Jr., president of the Supplee-Wills-Jones Milk Company; C. I. Cohee, president of the Philadelphia Inter-State Dairy Council and Robert McKinley of the Dairy Council educational staff.

Mr. Supplee outlined in considerable detail the size of the dairy business in District 26 and surrounding areas. He stated that his company's estimated milk payroll in that section of the milk shed would reach \$1,200,000 in 1940. He also discussed some improvements contemplated by his company at plants in that area, and the recent progress in research on homogenized milk, which was introduced on the Philadelphia market during May.

The history of the Dairy Council and its work in promoting the use of milk was outlined to the picnic crowd by Mr. Cohee. He stated that his organization is working in schools, civic clubs, industrial groups and through hospitals and other institutions. A typical demonstration of Dairy Council work was given by Mr. McKinley.

Vocal and instrumental music was provided by Ken and Janet George and by Robert Duffield, accompanied by Miss Royer. The

Right Care of Dry Cows Really Pays Dividends

Cows that are properly fitted and managed during the dry period may produce as much as 25 percent more milk and butterfat during the following lactation period, reports George E. Taylor, extension dairyman at the New Jersey College of Agriculture, Rutgers University.

"During the lactation period, especially during the first six months, the animal's body reserve of minerals protein and fat becomes depleted," Dr. Taylor says. "And the cow does not have an opportunity to build up this reserve again until the animal is given a six to eight weeks' rest period prior to the following calving."

"Neglect on the part of the owner regarding proper feed, care and management of dry cows may cost the owner the value of one ton of milk. The loss in dollars and cents may be computed by using the market value of one ton of milk under any known market condition."

"The amount of hay and grain which should be fed during the dry period depends upon condition of the cow at the time she is turned dry."

MILK PRODUCERS REVIEW

Animals that are in fair condition may be properly fitted on a liberal allowance of quality roughage, including pasture, hay and silage. Other cows may require some grain in addition to all the roughage they will eat. A daily grain allowance of six pounds is usually ample. Thus not more than 250 pounds to 350 pounds of grain in addition to one-quarter ton of hay, is needed to put a cow in proper condition.

"The cost of these feeds can be compared with the value of one ton of milk. This will provide simple proof of the value of a 6-to-8 week rest period along with proper feed and care during that time."

O. H. Hoffman, Jr.

(Continued from page 3)

beings. I never want to see a producer forced by law to join a cooperative. When that happens the very democracy of cooperation will die and, with it, our greatest strength will have been taken from us.

In those markets where honestly operated cooperatives are active, conditions generally are better than in other markets and, likewise, the relationships between producer, dealer and consumer are better than otherwise. I admit that many things have not been perfectly done in Philadelphia, in Pennsylvania, or in the United States, but we all have to admit that there is practically no advantage enjoyed by producers which is not the result of the hard work of farm organizations, which the producers who are so minded have supported, not only with lip service but with hard cash. There is just nobody else going to do the job for us.

Last winter up in the western part of our territory, at a dinner at which I spoke, there was a question box. One of the questions was whether I knew the net profit of one of the larger nationally operating distributors last year. I said I did not, but of one thing I was very certain—that until milk producers saw fit to organize themselves as efficiently and completely as the various units of that corporation had seen fit to organize themselves their net profit always would be higher than the profit which producers enjoyed.

Strength Demands Care

I do not expect to see the millennium when farmers are completely organized but as we approach this goal we must never confuse strength with right. Strength alone never means right and the man or group of men who confuse strength and right is headed toward destruction. The stronger we become the more careful we must be that every move we make is based on sound business principles, is made in complete integrity, and is made on a long-time basis of welfare rather than on any short-time basis of temporary gain.

Hubby: "Darling, bad news. The doctor said he's going to remove my gallstones, my appendix, tonsils, my . . ."

Wife: "Hold on. That's enough out of you!"

Charity is injurious unless it helps the recipient to become independent of it.

Holstein Association Works Toward Higher Tests

The butterfat test of Holstein-Friesian dairy herds has been a problem of many producers supplying fluid milk markets. It also has been a subject of study by the board of directors of the Holstein-Friesian Association of America, they having adopted a program calling on breeders to concentrate their efforts toward the increase of the fat percentage in Holstein milk.

This has been accomplished by many breeders of Holsteins. In fact, Professor E. S. Harrison of Cornell University describes the experience with the Holstein herd at that institution as follows:

"The foundation of our present Holstein herd dates back to 1928 when we purchased a number of good commercial dairy cows for experimental work in nutrition. Little or no regard was given to the butterfat test but we simply purchased a group of cows that looked like they would milk. This initial herd was rather low in butterfat test, about 3.2. The herd has come along very rapidly under a rather carefully planned line breeding program. Milk production has been very greatly increased and, at the same time, the average butterfat test of the Holstein herd is now between 3.7 and 3.8. We have bred and developed a number of 4 percent daughters. For example, take Cornell Ollie Pride with a record of 25,304 pounds milk with a 4.3 test and her daughter, Cornell Ormsby Esteem, with a junior four-year-old, 305-day record of 24,500 pounds milk and 1,005 pounds fat, which is a new world's record for the Holstein breed."

"Our experience with the herd here leads me to make the following conclusions: 1. It is entirely possible through selection and breeding to develop a 4 per cent Holstein herd. 2. If carefully done, this increase in butterfat test will not result in decreasing the milk flow. In other words, I believe that butterfat test and milk flow will transmit independent of each other and can be obtained in the same cow."

It can be done, but it takes careful planning. Of first importance is the herd sire. He must be from a high-testing high-producing family as shown first by his dam's and granddams' test and production; second, by the performance of his sisters; and surest test of all, if such records are available, the fat test and milk production of his own offspring.

The actual performance of cows added to the herd must be studied with similar care.

Finally, patience must be practiced for there will be disappointments now and then. But it can be done.

Cows Udders Indicate Milk Producing Ability

The udder of the dairy cow is receiving more attention by dairymen today than ever before, and rightly so, according to Prof. E. J. Perry, extension dairyman at the New Jersey College of Agriculture, Rutgers University.

"Every world record cow has had a good udder—not always perfect in shape but roomy, fairly well attached and free from a lot of connective tissue," Prof. Perry reminds herd owners. "Mammary development is the one most reliable index of a cow's producing ability. Although it is true that a good many well uddered cows have been poor producers, it can be said that without an udder of good quality and considerable capacity, a cow cannot be a high producer."

"Good quality udders are those that are spongy in texture, indicating the presence of ample ducts and reservoirs. They shrink markedly or may be said to 'collapse' after being milked out, whereas those that are known as 'meaty' change little in size. The teats should be evenly placed and of the right size for convenience in milking. It is impossible to form a correct opinion concerning the udder of a dry cow. Plenty of loose folds of skin and ample room for expansion, however, are good indications that the udder will be well developed when the cow freshens."

"The well shaped udder is not so easily injured. When snugly attached to the body and carried well up behind, it will not be hurt like the pendulous type which are often bruised when the cow is on pasture. Such injuries are often fore-runners of garget and other udder troubles."

Heredity is an omnibus in which all our ancestors ride, and every now and then one of them puts his head out and embarrasses us.

Oliver Wendell Holmes.

A golfer had lost his ball, and, not unnaturally, was inclined to be annoyed with his caddie. "Why didn't you watch where it went?" he asked angrily.

"Well, sir," said the boy, "it don't usually go anywhere, and so it took me unprepared like."

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Son: "Daddy, what effect does the moon have on the tide?"

Dad (from depths of his newspaper): "Not any, son. Only on the untided."

"How is that young man with whom you fell in love at first sight?"

"Oh, he was a fraud. It was his chief's car that he was in."

Dairy Markets Generally Firm

THE demand and supply situation, which was rather acute at the close of July, has eased up considerably during August, with the cold, wet weather the last week of August seriously depressing ice cream sales, while production has recovered to quite an extent from the sharp drop caused by the hot weather experienced earlier.

Production showed a 1 percent decline on August 1, as compared with a year earlier, according to a recent report of the Agricultural Marketing Service of the USDA. At the same time, cow numbers were reported as showing an increase of about 1.1 percent. The only sections of the country showing decreases were some of the southern, mountain and far west states. Pennsylvania and New Jersey are reported as having about 1 percent more cows, Delaware and Maryland about 3 percent more.

Daily production in our own milk shed appears slightly higher. The average daily delivery of about 5000 producers was 249 pounds in July, an increase of 1.22 percent over July, 1939, but a 10.11 percent drop from the June peak.

Cream prices, which received a big boost due to the hot weather in late July, advanced during the first week of August to \$17.00 per 40-quart can of 40 percent cream approved for Pennsylvania, Newark and Lower Merion Township. Cream with Pennsylvania approval only was quoted at \$15.50 that week. These prices have decreased to \$15.00 and \$14.50 respectively for the third week of August and showed continued weakness at the end of the month.

Fluid milk prices for August, according to a USDA report, showed increases in several markets. The Class I price at Baltimore advanced 17 cents, with the fat differential increased from 4 to 5 cents a point. The Cleveland, Ohio, price advanced 35 cents; Canton, Ohio, 30 cents; Burlington, Iowa, 20 cents; and Lincoln, Nebraska, 18 cents. A flat price drop of 10 cents per hundred occurred at Shreveport, La.

Retail price increases of 1 cent a quart occurred at Cleveland, Canton and Lincoln, while a 2-cent drop occurred at Kansas City, Mo., where producer prices are unsettled.

The butter situation continues strong, with a 2 percent increase in production in July over July a year ago, but a seasonal drop of 9.9 percent from June. Total July production was 183,545,000 pounds. Total butter production the first 7 months of the year was 1,111,665,000

pounds, 0.8 per cent higher than in the same months of 1939.

The butter storage situation is much stronger than a year ago, with 124,000,000 pounds on hand August 1 as compared with 165,000,000 a year ago. These figures include government holdings which totaled more than 32,000,000 pounds last year and less than 1,000,000 on August 1 this year.

Butter prices have held fairly steady during August, ranging between 27 and 28 cents for 92-score butter at New York and averaging 27.61 cents for the month. The August average in 1939 was 24.25 cents.

Cheese production continues at new high levels. The 67,485,000 pound production in July established a new record for the month and exceeded the July, 1939, production by 10 percent, the July average from 1930 to 1938 by 34 percent. The seasonal trend, however, follows the usual pattern, with variations in production from month to month about the same as in previous years.

Cheese storage supplies (all varieties) on August 1 totaled 138,000,000 pounds, a 17 percent increase over August 1 a year ago.

Evaporated milk production in July reached 260,722,000 pounds, a 15 percent increase over the 1939 figure and 27 percent over the 5-year (1934-1938) average production. The 7-month total production, January through July, was 1,594,634,000 pounds, a 13 percent increase over the 7-month total in 1939 and 27 percent over the 5-year average.

Evaporated milk stocks in manufacturer's hands totaled 321,332,000 pounds on August 1, a 6 percent drop from a year ago but 27 percent higher than the 5-year average for August 1.

Producer prices paid by evaporators in July averaged, for the entire country, \$1.30 for 3.5 percent milk, 3 cents over June and 14 cents over July, 1939. The average wholesale price was reported at \$2.85 per case of 48 cans (14 1/2 oz.), a 3 cent increase over June and 17 cents over July, 1939.

Dry milk production in July passed 35,000,000 pounds, an increase over July, 1939, of 6,000,000 pounds, while production of dry whole milk increased from slightly over 2,000,000 to almost 3,500,000 pounds. There was also a slight increase in production of dry buttermilk. The supply of dry skim milk on hand August 1 represents the equivalent of 36 days' average needs. The average price of dry skim in July was 6.16 cents per pound, an

increase of 0.56 cent over June and 0.91 cent over July, 1939.

Pasture conditions in the Philadelphia milk shed are generally much better than a year ago. This is true not only at the close of August but for the past several weeks. The only exception was indicated in the USDA report showing the August 1 condition in Maryland slightly poorer than a year ago.

Milk consumption, according to Milk Industry Foundation reports from leading distributors in 136 markets, was 1.54 percent higher in July than a year earlier. The same report shows a decrease of 1.12 percent in payrolls and 2.46 percent in number of employees.

Feed prices are showing an upward trend. Data collected by the Interstate, from representative feed dealers throughout the milk shed, show increases from July to August of from 0.9 to 3.8 percent in the prices of our more common dairy feeds. Compared with a year earlier these increases range from 3.35 percent to 23.96 percent. One exception in each instance is linseed meal, which was 3.22 percent cheaper in August than in July and 21.73 percent cheaper than in August a year ago. A tabulation of feed prices appears on page 6.

AUGUST, 1940, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	27 1/4-28	27 1/2	27
2	27 1/4-28	27 1/2	27
3	27 1/4-28	27 1/2	27
4	27 1/4-28	27 1/2	27
5	27 1/4-28	27 1/2	27
6	27 1/4-28	27 1/2	27 1/4
7	28-28 1/4	27 1/2	27 1/4
8	28-28 1/4	27 1/2	27 1/4
9	28-28 1/4	27 1/2	27 1/4
10	28-28 1/4	27 1/2	27 1/4
11	28-28 1/4	27 1/2	27 1/4
12	28 1/4-28 1/2	28	27 1/4
13	28 1/4-28 1/2	28	27 1/4
14	28-28 1/4	27 1/2	27 1/4
15	27 1/4-28	27 1/2	26 3/4
16	27 1/4-27 1/2	27 1/2	26 3/4
17	27 1/2	27	26 3/4
18	27 1/2	27	26 3/4
19	27 1/2	27	26 3/4
20	27 1/2	27	26 3/4
21	27 1/2	27	26 3/4
22	28	27 1/2	26 3/4
23	28	27 1/2	26 3/4
24	28 1/4	27 3/4	26 3/4
25	28 1/4	28	27 1/4
26	28 1/2	28	27 1/4
27	28 1/2	28	27 1/4
28	28 1/2	28	27 1/4
29	28 1/2	28	27 1/4
30	28 1/2	28	27 1/4
31	28 1/2	28	27 1/4
Average	28.05	27.61	27.00
July, '40	27.39	27.06	26.48
Aug., '39	24.56	24.25	23.54

"What do you think is the trouble with farming?"

"Well," replied Farmer Bentover, "in my day when we talked about what we could raise on 60 acres, we meant corn—not loans."

The best way to get even is to forget.

Please mention that you saw the "ad" in the Milk Producers' Review when writing to advertisers

Meeting Calendar

September 10-11—Contest for selecting Interstate's nominee to final Dairy Queen Contest—Philadelphia, Pa.

September 17—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.

September 19—Wilmington Inter-State Milk Market, annual meeting—Newark, Del.

September 24—Altoona-Huntingdon Inter-State Milk Marketing Committee—County Agent's Office, Hollidaysburg, Pa.

September 25—Trenton Inter-State Milk Marketing Committee—19 W. State St., Trenton, N. J.

September 26—Wilmington Inter-State Milk Marketing Committee—Newark, Del.

October 12-19—National Dairy Show—Harrisburg, Pa.

November 25-26—Inter-State Milk Producers' Cooperative, annual meeting—Benjamin Franklin Hotel, Philadelphia.

December 4-6—National Cooperative Milk Producers' Federation, annual convention—Omaha, Nebraska.

December 9-12—American Farm Bureau Federation, annual meeting—Baltimore, Maryland.

December 10-12—Pennsylvania State Grange annual meeting—Wilkes Barre, Pa.

Philadelphia Relief Families To Get "Blue-Stamp" Food

Announcement was made on August 9 that the City of Philadelphia has been approved for the operation of the food stamp plan. This approval was obtained after conferences between representatives of the surplus marketing administration, local public officials, welfare officials and business and banking representatives who are interested in the program.

It is estimated that 61,600 relief cases, representing 173,310 individuals are eligible for the program in Philadelphia.

Under this plan families receiving general relief and families receiving aid to dependent children will be permitted to buy orange colored stamps up to certain amounts which may be used in buying any food items. With each dollar's purchase of orange stamps they will be given 50 cents worth of free blue stamps which can be used in buying any of certain specified surplus items. In this manner these people can obtain \$1.50 worth of groceries with each dollar's worth of orange stamps purchased.

Under this plan those products the surpluses of which are depressing prices are moved through regular trade channels to families on relief. This broadens the market for those crops and enlarges the relief client's food budget at the same time.

Typical of the products available to those who have the free blue stamps are apples, pears, oranges, butter, raisins, rice, pork lard, all pork (except that cooked or packed in metal or glass containers), corn meal, shell eggs, dried prunes, hom-

iny grits, dry edible beans, wheat flour and graham flour. In addition, certain fresh fruits and vegetables are listed in certain areas as being available for purchase with the blue stamps. These lists are changed from time to time, depending upon supplies of the various foods.

The actual operation of the food stamp plan in Philadelphia is expected to begin sometime in September. Participation in the program will be voluntary with the relief clients.

Measure Rise and Fall Of Community Life

Pennsylvania agriculture has undergone extensive changes since the beginning of its history. Many of the problems now facing rural people are the result of past conditions and forces.

A study just completed at the Pennsylvania State College under the supervision of Dr. M. E. John, professor of rural sociology, of a rural community in central Pennsylvania explains some of the forces which have significantly influenced the lives of the inhabitants.

"The community is similar to many in the state", Dr. John explains. "It has gone through three distinct periods; early settlement, rapid development, and decline. One of the major problems facing such communities is that of working out a satisfactory plan of family and community life under the changed conditions."

Originally, the community studied was practically self supporting. The social life consisted primarily of attending church, neighborhood socials, and in trading work.

The railroads changed conditions by bringing in many necessities previously produced in a crude way at home, permitting the farmer to spend more time in the production of his crops. Greater emphasis was placed on the production of cash crops. The period from 1880 to 1930 saw a rise and fall of industrial activity in the community. By the end of that period, dairying had become the leading agricultural occupation.

Dr. John found that, as the community declined in population and industrial activity, group participation in activities of the community also declined. A number of the older citizens stated that after the community had lost its industries, and its farm income had been reduced, people had a tendency to "crawl into their shell." Community interest declined as families attempted to make both ends meet. Many of the young people, who previously would have remained in

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the community and been leaders, moved on.

The South African was boasting to Pat of the terrible heat wave. "Why," he said, "it burns the wings off the flies."

"That's nothing compared to it in Ireland," said Pat. "There we have to feed the hens ice cream to keep them from laying hard-boiled eggs!"

The teacher had asked the class to write a short essay on water.

One boy, after chewing his pen-handle for a long time, wrote:

"Water is a colorless wet liquid that turns dark when you wash in it."

—Safer Way.

4-H Dairy Clubs Plan for Show

Delaware:—The winners in the Delaware state dairy demonstration contest, which was held at the Kent-Sussex Fair late in July, were Leslie Silpath and Leslie Pryor of the Clayton Clodhopper Club. This is the second year these boys have won the state contest but, not having competed outside the state last year, they are eligible to participate in the contest at the National Dairy Show in October.

New Jersey:—For the first time in years New Jersey 4-H Dairy Club members will be represented at the National Dairy Show with a dairy judging team. This team was picked in August at a judging contest held on well-known dairy farms in North Jersey. The members of the New Jersey team are James Hughes, Jr., Vincentown; Ernest Katzenstein, Andover; John Wengryn and Myron Wengryn, Somerville. James Hughes received the highest score in the final contest.

Pennsylvania:—The dairy demonstration team from Indiana County will represent Pennsylvania in the 4-H dairy demonstration contest at the National Dairy Show in October. In the state contest held at State College the second week of August, this team placed third, but because members of the winning Cumberland county team and the second-place Washington county team had received college training, they are ineligible to compete at the National contest under the rules set up for that event.

In dairy cattle judging, a team from Washington county, composed of George Swart, Earl Myers and Roger Craig took first honors and will compete at the National Dairy Show. The next four places went, in order, to Lancaster, Northampton, Westmoreland and Bucks counties.

New Jersey:—An unusual record has been established by the Mt. Airy Dairy Club of Three Bridges, N. J., which has a continuous record of 17 years' work. This 4-H project, since starting in 1923, has enrolled nearly 100 members and at present has 28 active members, all of whom own dairy cattle and keep project records. This was the first official charter to be received by a New Jersey 4-H club.

Business Man: "A perfectly mad-denying day at the office—I could smash everything to bits!"
Wife: "Good! I want some fire-wood chopped."

You probably wouldn't worry about what people think of you if you could know how seldom they do!

National Dairy Show HARRISBURG, PENNSYLVANIA

OCTOBER 12-19, 1940

ADVANCE TICKET SALE
SINGLE ADMISSION 25 CENTS

(Price at Door will be 40 cents)

Advance sale tickets can be bought direct from the Inter-State Milk Producers' Cooperative at the special 25-cent price. This low price has been made possible through arrangements with the National Dairy Show Ticket Committee and is good only before the show opens.

See your Inter-State field representative or write directly to your Cooperative office, enclosing 25 cents in stamps, money order or check for each ticket ordered.

Go to the Dairy Show
See the Nation's Best Dairy Animals
Rub Shoulders With Our Leading Dairymen

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401 N. BROAD ST. PHILADELPHIA, PA.

This space donated by Inter-State Milk Producers' Review for promotion of the NATIONAL DAIRY SHOW

Nearly Nine Billion \$ \$ Farm Income in 1940

It is estimated by the Bureau of Agricultural Economics of the United States Department of Agriculture that American farmers will receive a cash farm income of \$8,900,000,000 in 1940. This is an increase of 5 percent over 1939 and would be the highest farm income, except 1937, of any year since 1930.

In addition to this cash income, it is estimated that the value of products retained on farms for home consumption will be about \$1,229,000,000.

Important changes since 1939 show lower prices for hogs and higher prices for dairy products, fruits and vegetables.

The amount of government payments in 1940 is estimated as being slightly less than in 1939 when they were \$807,000,000.

The young man walked boldly up to the elderly woman whom he had mistaken for the principal of the finishing school. "May I see Miss Barker, please?"

"May I ask who you are?"
"Certainly. I am her brother."
"Well, well; I'm glad to meet you. I'm her mother."

CASH PRIZES FOR PICTURES Entered in the Review

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DESCRIPTION OF PICTURE (Brief). IDENTIFICATION OF SENDER.

(Unused pictures will be returned).

Mrs. Doe (as John enters house):
"What time is it?"
John: "Just one o'clock."
Mrs. Doe (as clock strikes three):
"Dear me, how that clock stutters."

Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXI

Philadelphia, Pennsylvania, October, 1940

No. 6



THE DAIRY QUEEN CONTESTANTS

Seated, left to right:

Mary Montgomery, District 20, Duncansville, Pa.
Gladys M. Hopkins, District 12, Lewes, Del.
Grace A. Larrimore, District 5, Centerville, Md.
Bernice Keidel, District 9, Hockessin, Del.
Edna L. Baker, District 4, Hurlock, Md.
Josephine M. Andrews, District 26, Chambersburg, Pa.

Standing, left to right:

Margaret L. Hamm, District 6, Kempton, Pa.
Hilda Marie Armstrong, District 11, Quarryville, Pa.
Florence Rossman, District 13, Pennsylvania Furnace, Pa.
Katherine E. Twaddell, District 8, Phoenixville, Pa.
Helen M. Frank, District 15, West Chester, Pa.
Mary A. Miller, District 25, Waynesboro, Pa.
Mabel E. Satterthwaite, District 17, Yardley, Pa.
Leona L. Aurand, District 16, Lewistown, Pa.
Pauline Kathryn Guyer, District 21, New Enterprise, Pa.

New Friends Made at Dairy Queen Contest

Fifteen Girls Participate In Event



World Wide Photo

FIFTEEN GIRLS, each the Dairy Queen from her respective District of the Inter-State Milk Producers' Cooperative, visited Philadelphia on September 10-11 as guests of the Cooperative. Fifteen girls had a good time, made new friends and returned to their homes with a broader understanding of the Inter-State and its work and of the immense size of the dairy industry.

Josephine Andrews Winner

At the close of the event Miss Josephine M. Andrews, 21, blue-eyed, blonde, was selected as Dairy Queen. She was Inter-State's nominee to the final Dairy Queen contest held at State College on September 21. Miss Andrews, a graduate of the Chambersburg High School and of Wilson College in Chambersburg, is the daughter of Charles S. Andrews who operates a large dairy farm on which is maintained a herd of about 35 Holstein cows.

Runner-up in this event was Miss Mary Miller of Waynesboro, daughter of G. C. Miller. Third place was awarded to Mabel Satterthwaite of Yardley, daughter of Amos Satterthwaite.

As the National Dairy Show management specified that the Dairy Queen must be a Pennsylvania farm girl, the winners in Inter-State

District contests outside of Pennsylvania, in absence of their right to compete in the final contest, were given the privilege of serving as a committee of judges. At the close of the contest, and while the four out-of-state girls were deliberating as to their choice, the Pennsylvania girls met and picked Edna Baker of Hurlock, Md., as queen of the judges. Miss Baker is 18, brown-eyed, blonde and the daughter of C. A. Baker.

Guests at Annual Meeting

Miss Andrews and Miss Baker have been invited as special guests of the Inter-State at the annual delegate meeting to be held at Philadelphia on November 25-26.

Other contestants included: Margaret L. Hamm, Kempton; Katherine E. Twaddell, Phoenixville; Hilda Marie Armstrong, Quarryville; Florence Rossman, Pennsylvania Furnace; Helen M. Frank, West Chester; Leona L. Aurand, Lewisstown; Mary Montgomery, Duncansville; and Pauline Kathryn Guyer, New Enterprise.

In addition to Miss Baker, the other out-of-state District winners who constituted the committee of judges were: Gladys M. Hopkins, Lewes, Del.; Bernice Keidel, Hockessin, Del.; and Grace A. Larrimore, Centerville, Md.



Above—Josephine M. Andrews, Chambersburg, Pa., won the dairy queen contest at Philadelphia and, with it, the privilege of representing the Inter-State at the final dairy queen contest.

Left—Miss Andrews drinks a toast of milk to Edna L. Baker, Hurlock, Md., who was selected "Queen of the Judges" at Inter-State's dairy queen contest. Both girls will be guests of honor at Inter-State's annual delegate meeting in Philadelphia, November 25-26.

Regrets are expressed that three District winners found, at the last minute, that they could not attend. They are: Joyce A. High of Pottstown, Pa.; Carolyn A. Fisher, Stockton, N. J.; and Jeannette E. Sutton, Chestertown, Md.

From the very first meeting the 15 girls taking part in the Inter-State contest clicked it off as though they had known each other for years. Introductions were made at luncheon on the first day and new acquaintanceships immediately sprang up.

The first event was a short visit to the offices of the Inter-State at which the girls were shown briefly the work done and the records kept in covering the activities of the organization. They were next taken to the auditorium of the Philadelphia Inter-State Dairy Council, at which short, concise demonstrations were given to show how the Dairy Council is working to expand milk consumption.

Visit "Historic" Philadelphia

Given a free choice as to how they wished to spend the remainder of the first afternoon, most of the girls expressed a preference for a guided tour of historic Philadelphia. A few, true to feminine tradition, chose to visit the department stores.

Following dinner at a popular

(Please turn to page 13)

The Best President in the World

can't save this country for democracy if the citizens don't roll up their sleeves and help.

The first job of a citizen just now is to find out all he can about the country's business so that when November fifth rolls around he will have some idea of how to vote.

His next job is going to be to get out and vote!

The men who go to the polls and vote even the wrong way aren't the ones who will ruin the country. If the country is ruined it will be by the people who are too lazy or too indifferent to go to the polls at all. But when the shouting's over they're the ones who will be loudest in their complaints about the way the country is being mismanaged. That's always the way.

The same goes for Inter-State. If the members don't do their part the best management in the world can't deliver the goods.

Your first obligation is to attend your local meeting this fall and require an accounting of the year's work. Then select your delegates from among your best men and send them in to Philadelphia with some idea of what you want them to do there. And, finally, back them up.

To my way of thinking the local meeting is the most important one of the year.

O. H. Haffner

Sarah Paxton Wins Dairy Queen Honors

Sarah Paxton, 18, of Washington, Pa., was selected as dairy queen from a field of seven candidates at the final contest held at State College on September 21 and will reign over the National Dairy Show at Harrisburg, October 12-19.

Miss Paxton has a splendid record as a 4-H club member, having won numerous honors at county and State Farm Show contests in both dairy and lamb projects. She is especially active on her father's farm on which is maintained a herd of 40 Holsteins and, upon occasion, has taken over the supervision of its activities.

At present she is a sophomore in the home economics course at Pennsylvania State College where she is distinguishing herself as a student as well as in college activities. Last summer she was awarded a Danforth Foundation fellowship which also entitled her to a two-weeks course at the American Youth Foundation camp at Shelby, Michigan.

While at the Dairy Show Miss Paxton will present the ribbon and a red rose to each show ring winner. She will reign over all important functions at the show.

"Dearest," said the new husband to his bride, "do you really think I'll prove a satisfactory mate?"

"Oh, you'll do for a mate all right," answered his precious girl. "Now look me over and tell me what you think of your captain."



This landscape wins a prize in the Review picture contest for Horace T. Smith of New Hope, Penna.

F.F.A. Team from Jersey Wins Milk Judging Contest

First honors in the milk judging contest open to F.F.A. boys at the Eastern States Exposition, held in Springfield, Mass., in September, went to a team from New Jersey. This team consisted of Harry Hurowitz of Upper Freehold Township High School and Joseph Pettit and Franklin Fisher of the Woodstown High School.

In the dairy cattle judging contest at the same Exposition, the New Jersey team consisting of Robert Duffield of Glassboro and Franklin Fisher of Newton placed second among 12 teams in the competition.

In individual competition, Harry Hurowitz was second in the milk judging and Francis Lockburner was high in the judging of Jerseys.

Continuing its practice of supporting the activities of young folks, both F.F.A. and 4-H work, the Inter-State Milk Producers' Cooperative

helped contribute toward the expenses of these teams in attending the Eastern States Exposition.

The uniform price for the New York Metropolitan Milk Market, as announced by Administrator N. J. Cladakis, was \$1.81 in August. This is for 3.5 percent milk received at plants in the 201-210 mile zone from New York City and represents a 15-cent increase over the July price.

Your Local Meeting IS YOURS

Why Not Share It With Your Wife and the Young Folks?

Watch for Mail Notice of Time and Place

INTER-STATE MILK PRODUCERS REVIEW

Published Monthly by
Inter-State Milk Producers' Cooperative, Inc.

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Inter-State Milk Producers' Cooperative, Inc.

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Inter-State Milk Producers' Cooperative

Incorporated
401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President
J. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
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South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, Box 334, Phone 800
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J. Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del. Phone 2-7464

These Farmers Advertise Their Products

One of our best-known farm cooperatives believes in advertising in a big way. This is the California Fruit Growers' Exchange, which markets its oranges and lemons under the well-known Sunkist label.

The Exchange has just announced an increase in its advertising fund of 2 cents per packed box of lemons and navel oranges during the 1940-41 season. This brings the advertising assessment on lemons up

to 12 cents a box and provides a total advertising appropriation of approximately \$2,225,000 for this one cooperative.

The Sunkist campaign will include an expanded program over the radio, in national magazines, daily and weekly newspapers, outdoor bulletins and posters.

This is perhaps one of the outstanding examples of effective and successful advertising by farmers' cooperatives.

The dairy industry, with an immensely larger volume of business and proportionately just as much at stake, can well afford to study and adopt some of the methods used by our brother farmers, the citrus growers of California.

Do You Want "George"?

It is dangerous to "let George do it" where "it" is the running of any of our governmental bodies or of your Cooperative. "George" may be selfish—or careless—or just plain incompetent. In any such case you can expect the worst sooner or later.

Your Cooperative's Local meeting will be held soon—and there, as every place else where you have the privilege to vote, it is your duty to yourself and family to make your vote count against this kind of a "George". Go out to that meeting—and help put in each office of your Local the kind of man who knows his job and will do it.

With that done, the Cooperative will continue its solid, substantial march of progress.

Two Pleasant Jobs

1. Attend your Inter-State Local Meeting—Watch for notice by mail.
2. Make Plans Now to Attend the Annual Inter-State Meeting at Philadelphia, Pa., November 25-26.

They Are Your Meetings

And Will Be Just as Good as
YOU MAKE THEM

At a party the husband of one of the guests arrived very late.

"I have only come to take my wife home," he explained.

"Oh, my dear Mr. Blank," said the hostess, "why didn't you come sooner?"

MILK PRODUCERS REVIEW

F. P. Weaver

Pennsylvania agriculture lost a real friend with the death, on September 5, of Dr. Frederick Pattison Weaver who, from 1925 until 1938, was Head of the Department of Agricultural Economics at Pennsylvania State College.

Dr. Weaver was born at Millersburg, Pa., on November 7, 1882. As a young man he had a varied career as school teacher and chemist, having learned his chemistry through private study.

He entered Pennsylvania State College in 1910; was named Assistant State Leader of County Agents in 1915; became Assistant Director of Agricultural Extension in 1920, following which he was named Head of the Department of Agricultural Economics in 1925.

His activities were many and varied, having filled positions with great credit to himself and to the institution he represented in state and national projects, and in church, social, educational and fraternal organizations.

Dr. Weaver had been in ill health for several years, which necessitated his resignation in 1938. He is survived by his wife and two daughters, Jean Frances and Claire Louise.

Delegates Request Resolutions In Advance

Resolutions presented to any meeting need careful thought and study. Giving them this attention makes them more valuable to an organization by helping direct, accurately and explicitly, the policies of that organization. Should a resolution lack such careful thought and study, it may cause confusion and uncertainty.

At the 1939 annual delegate meeting of the Cooperative, a motion was passed by the delegates, requesting that thereafter the deadline for receiving resolutions shall be one day in advance of the opening of the delegate meeting. Resolutions received before the deadline will be considered and acted upon by the resolutions committee and at their direction copies will be supplied to every delegate in attendance at the meeting. Resolutions received late will be handled orally by the sponsors after all other resolutions are disposed of.

It was also proposed that resolutions sponsored by Districts or Locals must bear the signature of the president and secretary of the District or Local and resolutions presented by individuals must carry the individual's name. Unsponsored resolutions will not be recognized.

October, 1940



Mary Joyce hitches up Nancy, fixing the harness herself. Picture sent by Mrs. Clifton G. Crouse, Queen Anne, Md.

Go to the Dairy Show

The National Dairy Show opens its doors in Pennsylvania for the first time in its history on Saturday, October 12. This tremendous exposition, at which the best specimens of each breed of dairy cattle will compete for the blue and purple ribbons, is unequalled any place in the world for the quality of its dairy cattle exhibits.

This show is easily worth a day or two of any dairyman's time. While at the show, one can see real dairy cows which are able to deliver the goods at the milk pail as well as capture the ribbons in a show ring. During the past several years winner after winner in the show ring at the National has either previously shown her producing ability or demonstrated it following the winning of the show ring awards.

A condensed program of the show will be found in the Dairy Show advertisement on the last page of the REVIEW.

Molasses In Silage Adds to Feeding Value

The molasses which is added to clover, alfalfa or other "grass" silages is a definite and distinct addition to the food value of the silage, according to Professor C. C. Bender, Associate in Dairy Husbandry at the New Jersey Agricultural Experiment Station.

He says that some farmers feel that molasses added to silage serves only as a preservative, but in fact the mild acids to which the sugar of the molasses is converted have definite value as a feed.

New Devices Developed For Farm Water Heating

Agricultural engineers of Pennsylvania State College, under the direction of John E. Nicholas, announce recent developments in economic and practical methods of heating water for use in the milk house. One of these devices produces live steam in 45 seconds and is

especially adapted for sterilization of dairy utensils.

A new type of electric water heater consists of a cabinet, slightly larger than a 10-gallon milk can, into which is poured water directly from a tap and which heats water to 160 degrees. This is a plug-in device which consumes a comparatively small amount of electricity.

A third device, somewhat less convenient however, requires the simple process of inserting an electric heating element into a pail or can of water and will heat the water to 170 degrees in one hour.

Raising Cows Beats Buying Them

Shall I buy cows or raise my herd replacements? Some dairymen are still troubled in finding the answer to that question. We believe that A. R. Merrill, extension dairy specialist in Connecticut has found the answer.

In a study of 863 farms, with 13,357 cows, he discovered that on the farms that bought replacements nearly twice as many cows were sold because of low production and about four times as many because of disease and breeding troubles as in herds in which replacements were raised.

Another argument in favor of raising replacements is in the average length of time a cow stays in the herd—4 years where replacements are raised, only 2.4 years where they are purchased—even after which the herd raiser (as contrasted with the herd buyer) is able to sell nearly five times more of his cows for dairy purposes.

Pat: "Say, what caused the explosion at the plant the other day?"

Mike: "Oh, Casey was carrying a load of dynamite and the noon whistle blew."

You would not knock the jokes we use
Could you but see those we refuse.

J. Leslie Ford Elected Inter-State Director

At the meeting of the Board of Directors on September 26, J. Leslie Ford was unanimously elected to complete the unexpired term of the late John D. Reynolds.

Mr. Ford has participated in many Inter-State activities, having held offices in his Local, serving as delegate, on the resolutions committee for the annual meeting, and as a member of the Executive Committee of the Wilmington Inter-State Milk Market. Mr. Ford, whose home is Newark, Del., is also active in community work and in agricultural projects of a state-wide nature.

His election followed a unanimous recommendation from the delegates of District 9-J, which he will represent. Under the law under which the Inter-State is chartered, vacancies on the Board must be filled by action of the Board, for which reason the delegates were asked to make a recommendation. In keeping with the spirit of the Cooperative this recommendation was gladly followed by the directors in naming Mr. Ford.

Room for One More?

Take that neighbor-member who didn't get to the last meeting of your Local

Get every member out and make YOUR Inter-State an even better Cooperative.

New Weight Slip in Use

A new type of semi-monthly weight slip has been adopted by the Supplee-Wills-Jones Milk Company which provides, on a separate strip and in column form, the daily weights of milk deliveries by each producer. This slip also provides space for the patron number, total pounds of milk for the period, the butterfat test and the name of the month. Separate slips are provided for each half of the month.

Officials of the Supplee Company expressed the belief that the revised form of weight slip will prove more satisfactory to the plant operators and payroll clerks as well as to producers than any similar form previously used.

Use of the new weight slips was started on September milk deliveries.

Prices Paid for 4.0 % Milk By Philadelphia Dealers

Abbotts Dairies.....	2.45
Baldwin Dairies.....	2.51
Breuninger Dairies.....	2.48
Engel Dairy.....	2.92
Gross Dairy.....	2.56
Harbisons' Dairies.....	2.55
Missimer Dairies.....	2.67
Scott-Powell Dairies.....	2.38
Supplee-Wills-Jones.....	2.44
Sypherd's Dairy.....	2.41

South Jersey Prices

	Class I	Class II	Class III
August	\$2.85	*\$1.65	\$1.10
Sept.	2.85	1.65	1.14

*Increased from \$1.35 on August 5.

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets, as set forth in Order 48, effective February 16, 1940, are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Class III Prices—4.0% Milk

MARKET	AUGUST	SEPT.
All Penna. Markets	\$1.15	\$1.19
Md. & Del. Stations	1.17	1.20
Wilmington	1.17	1.20

Average price 92-score butter at New York:

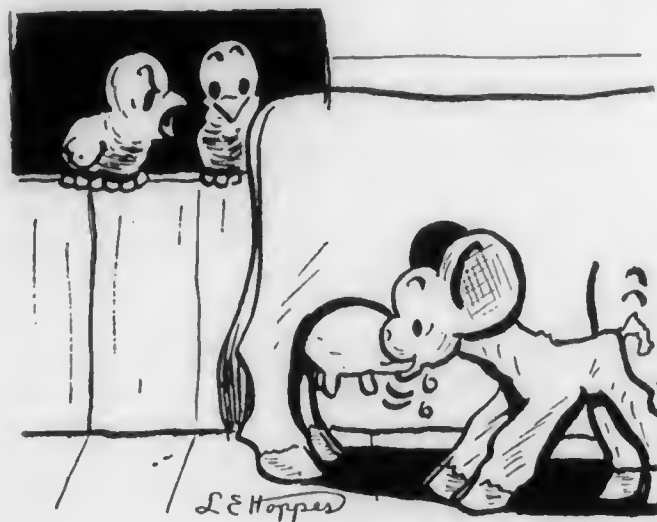
	Cents Per Pound		
	First Half	Last Half	Monthly
August	27.68	27.55	27.61
September	28.00	28.93	28.51

The August average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.



"Every day that little cheap-skate comes in here and gets a drink on the house!"

Classification Percentages—August, 1940

<i>Dealer</i>	<i>Class I</i>	<i>Class IA</i>	<i>Class II</i>	<i>Class III</i>	<i>Bonus to "A" Producers</i>
Abbotts Dairies.....	66	..	22	12	62% of Prod.
Baldwin Dairies.....	72	..	9	19	..
Blue Hen Farms.....	57.84	..	8.40	33.76	..
Breuninger Dairies.....	69	..	16	15	..
Clover Dairy Co.....	72.68	..	11.25	16.07	38% of Prod.
Delchester Farms.....	52	..	48	..	..
Eachus Dairies.....	88	11	1	..	..
Engel Dairy.....	96	..	4	..	81.81% Prod.
Fraims Dairies.....	73.11	..	11.19	15.70	61% of Prod.
Gross Dairy.....	70	..	30	..	..
Harbisons' Dairies.....	72	..	20	8	71% of Cl. I
Harshbarger Dairy.....	a75.2	a11.7	a21.8	b	..
Hernig, Peter, Sons.....	26	..	74	..	..
Hill Crest Farms.....	94.4	..	5.6	..	..
Hoffman Dairies (Hntdn).....	35.5	3.5	59.3	1.7	..
Martin Century Farms.....	c83.53	..	c16.47	..	70.15% Prod.
Missimer Dairies.....	77.54	..	22.46	..	..
Nelson Dairies.....	60	..	24	16	..
Penn Cress Ice Cream Co.....	29.1	2.4	68.5	..	..
Scott-Powell Dairies.....	59	..	34	7	63% of Prod.
Supplee-Wills-Jones.....	62.77	..	33.3	3.93	65.31% Cl. I
Sypherd's Dairy.....	67	..	8.9	24.1	..
Turner & Wescott.....	51	..	37	12	..
Waple Dairy.....	87.1	7.9	5	..	..
Wawa Dairies.....	71	..	19	10	..
Williamsburg Dairy.....	1-15 95	5	..	..	..
" ".....	16-31 96	4	..	..	..

NEW JERSEY

	NEW JERSEY		
	<i>Norm</i>	<i>Cream</i>	<i>Excess</i>
Abbotts Dairies "A".....	115	..	Balance
" " "B".....	125	..	"
Scott-Powell Dairies.....	d100	..	"
Supplee-Wills-Jones.....	100	..	"

a Percentage of each producers individual base.

b Deliveries in excess of I, IA, II.

c Martin Century paid in August, Class 1, 66.85% at \$2.79; 16.68% at \$2.98; Class 11, 12.12% at \$1.54; 3.29% at \$1.58. (Prices of 4% Grade "B" milk f.o.b. Lansdale.)

d "A" bonus paid on 51% of norm.

Feed Price Summary For September, 1940

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

from data supplied by a selected list of feed dealers.					
Ingredients	Sept. 1940	August 1940	Sept. 1939	% Change Sept., 1940 compared with	
	(\$ per T.)	(\$ per T.)	(\$ per T.)	Aug., 1940	Sept., 1939
Wheat Bran.....	29.89	30.32	32.21	- 1.42	- 7.20
Cottonseed Meal 41%.....	37.06	39.32	39.11	- 5.75	- 5.24
Gluten Feed 23%.....	28.75	28.65	31.78	+ .35	- 9.53
Linseed Meal 34%.....	33.91	34.58	47.78	- 1.94	- 29.03
Corn Meal.....	35.97	35.13	32.44	+ 2.39	+ 10.88
Mixed Dairy Rations: 16%.....	32.54	31.74	33.50	+ 2.52	- 2.87
24%.....	35.64	36.71	40.46	- 2.91	- 11.91
32%.....	37.53	39.45	43.65	- 4.87	- 14.02
Brewer's Grains.....	29.69	29.38	32.72	+ 1.06	- 9.26

The receiving station at Chambersburg, Pa., operated by the Supplee-Wills-Jones Milk Company has recently been modernized and is being officially opened on October 3. This plant is equipped not only as a receiving station but as a condenser. It is also equipped with a complete testing laboratory.

A doctor received a note which read as follows:

"Please call and see my husband. It's his head. He's had it off and on all yesterday, and today he's sitting with it in his hands between his knees."

Just As Good
As We Make It

That is 100 per cent true of our government—township, county, state and national—and to "Make it Good" we must get out and vote intelligently.

This same principle is every bit as true with your own Inter-State Milk Producers' Cooperative.

Attend your Local meeting and
vote the best men into office.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

August Averages and August and September Schedules. (Explanatory notes at bottom of page on Page 6, Column 1).

Average Price	Class I Price	Class II Price
Average and Sept.	August	Sept.

Dealer	Delivery Point	August	Aug. and Sept.	August	September
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.58	\$1.62
Abbotts Dairies	Coudersport, Pa.	2.05	2.38	1.50	1.54
"	Curryville, Pa.	2.10	2.47	1.51	1.55
"	Easton, Md.	2.15	2.56	1.47	1.50
"	Goshen, Pa.	2.21	2.63	1.53	1.57
"	Kelton, Pa.	2.23	2.65	1.54	1.58
"	Oxford, Pa.	2.23	2.65	1.54	1.58
"	Port Allegany, Pa.	2.04	2.38	1.50	1.54
"	Spring Creek, Pa.	2.01	2.34	1.49	1.53
Avondale Farms Dairy	Bethlehem, Pa.	1.80—1.74	†2.85	1.43	1.47
Blue Hen Farms	Wilmington, Del.	2.14	2.77	1.67	1.70
Breuninger Dairies	Richlandtown, Pa.	2.23	2.62	1.53	1.57
Centerville Producers' Co-op.	Centerville, Md.	2.45			
Clover Dairy Company	Wilmington, Del.	2.39	2.77	1.67	1.70
Delchester Farms	Edgemont, Pa.	2.31	2.98	1.58	1.62
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.58	1.62
Eachus Dairies	West Chester, Pa.	2.76	†2.85	1.43	1.47
Fraims Dairies	Wilmington, Del.	2.39	2.77	1.67	1.70
Harbisons' Dairies	Brandtsville, Pa.	2.28	2.62	1.53	1.57
"	Byers, Pa.	2.28	2.62	1.53	1.57
"	Carlisle, Pa.	2.28	2.62	1.53	1.57
"	Hurlock, Md.	2.23	2.56	1.47	1.50
"	Kimberton, Pa.	2.28	2.62	1.53	1.57
"	Massey, Md.	2.25	2.58	1.47	1.50
"	Millville, Pa.	2.20	2.50	1.52	1.56
"	Sudlersville, Md.	2.25	2.58	1.47	1.50
Harshbarger Dairy	Altoona, Pa.	—	†2.96	1.43	1.47
Hernig, Peter, Sons	Boiling Springs, Pa.	1.80	2.58	1.53	1.57
Hershey Creamery Co.	Greencastle, Pa.	1.85			
Highland Dairy Co.	Doe Run, Pa.	2.46	†2.85	1.43	1.47
Hill Crest Farms	Eddington, Pa.	2.90	2.98	1.58	1.62
Hoffman Dairy	Bedford, Pa.	—	†2.58	1.43	1.47
Johnson, J. Ward	Huntingdon, Pa.	1.94	†2.70	1.46	1.50
Keith's Dairy	Woodlyn, Pa.	2.60	2.98	1.58	1.62
Martin Century Farms	Altoona, Pa.	—	†2.96	1.43	1.47
Miller-Flounders Dairy	Lansdale, Pa.	2.62	2.98	1.58	1.62
Mount Union Sanitary Milk Co.	Chester, Pa.	2.60	2.98	1.58	1.62
Nelson Dairies	Mt. Union, Pa.	2.61—2.56	†2.70	1.46	1.50
Pebble Hill Farm	Jeffersonville, Pa.	2.35	2.98	1.58	1.62
Penn Cress Ice Cream Co.	Doylestown, Pa.	—	2.98	1.58	1.62
Royale Dairy	Cresson, Pa.	1.89	†2.96	1.43	1.47
Scott-Powell Dairies	Lewistown, Pa.	—	†2.58	1.43	1.47
"	Clayton, Del.	2.12	2.60	1.47	1.50
"	New Holland, Pa.	2.17	2.66	1.54	1.58
"	Pottstown, Pa.	2.20	2.71	1.54	1.58
"	Snow Hill, Md.	2.02	2.44	1.47	1.50
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.16			
Stegmeier, Clayton	Tamaqua, Pa.	—	†2.96	1.43	1.47
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.10	2.47	1.51	1.55
"	Chambersburg, Pa.	2.15	2.55	1.52	1.56
"	Hagerstown, Md.	2.10	2.49	1.47	1.50
"	Harrington, Del.	2.15	2.58	1.47	1.50
"	Huntingdon, Pa.	2.14	2.53	1.52	1.56
"	Leaman Place, Pa.	2.23	2.67	1.54	1.58
"	Lewistown, Pa.	2.15	2.55	1.52	1.56
"	Mercersburg, Pa.	2.15	2.55	1.52	1.56
"	Mt. Pleasant, Del.	2.15	2.58	1.47	1.50
"	Nassau, Del.	2.14	2.55	1.47	1.50
"	Princess Anne, Md.	2.09	2.47	1.47	1.50
"	Townsend, Del.	2.15	2.58	1.47	1.50
"	Waynesboro, Pa.	2.15	2.55	1.52	1.56
"	Worton, Md.	2.15	2.58	1.47	1.50
Swavely, H. R. Dairy	Pottstown, Pa.	—	†2.85	1.43	1.47
Sylvan Seal Milk Co. (Del. only)	F. O. B. Farm	2.10			
Turner & Wescott	Glen Roy, Pa.	2.06	2.65	1.54	1.58
Walnut Bank Farm	Quakertown, Pa.	2.32	2.98	1.58	1.62
Waple Dairies	Tyrone, Pa.	*2.15	†2.70	1.46	1.50
Wawa Dairy Farms	Wawa, Pa.	2.33	2.98	1.58	1.62

* The amount paid on account was equivalent to this price.

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

z Distress milk not included

Secondary Markets

SOUTH JERSEY

The advisory committee for the South Jersey Inter-State Milk Market met with other dairy and agricultural leaders at Woodbury on September 17. Among those participating in the program were Dr. Wm. H. Martin, Dean of the Agricultural College; John Bishop, chairman of the New Jersey Milk Control Board; Professor John Bartlett, head of the Dairy Department of the New Jersey Agricultural College; O. H. Hoffman, Jr., general manager of Inter-State; County Agents George I. Ball of Salem County and George E. Lamb of Gloucester County.

Speakers analyzed the milk market situation critically, discussing with the producers present many of the problems that are facing dairymen and of work being attempted toward their improvement.

Dr. Martin urged especially that if producers wished to continue with milk control they should decide on a law that is satisfactory to all parties concerned, then work for its enactment and enforcement.

Mr. Hoffman discussed the work the Cooperative has been doing to help its members in New Jersey, and especially the handling of milk supplies which have been, for various reasons, without a regular market.

WILMINGTON

More than 150 members and guests attended the annual dinner and business session of the Wilmington Inter-State Milk Market at Red Lion, Del., on September 19. A complete report of activities for the past year was given, including the financial report by I. Ralph Zollers and the reporting of marketing activities by J. Leslie Ford.

The following men were elected to the marketing committee: R. E. Bower, Chesapeake City; Fred Martenis, Elkton and J. Hazel Price, Warwick, all from Maryland; J. Leslie Ford, H. Wilson Price and H. C. Milliken of Newark; Irwin G. Blair, Marshallton; Chas. B. Moore, Bear; and H. B. McDowell, Jr., Middletown, all of Delaware.

Mr. Bower was re-elected chairman and W. Levis Phipps was re-elected secretary of the committee.

A principal speaker on the program was B. B. Derrick, secretary-treasurer of the Maryland and Virginia Milk Producers' Association, which operates in the Washington, D. C., market. He stressed especially the necessity of dairymen

Fill your car!

When you go to your Local Meeting. Take your Family—or your Neighbor—Member—or Both

Make it a good meeting

working together and of the cooperative organizations maintaining a strong reserve fund for the protection of members and their market.

Another speaker was O. H. Hoffman, Jr., who discussed the work of the Cooperative and especially the expansion of its activities and the conditions in the Wilmington area.

Brief remarks were also made by County Agent George Worriow, by H. B. McDowell, a member of the Delaware Board of Agriculture, and by F. R. Ealy, market manager.

TRENTON

Production in the Trenton area during late September was somewhat higher than on September 1. Recent rains have given pastures a boost and it appears that the supplies of silage and roughage will be sufficient for normal feeding needs during the winter.

Scattered reports from some sections indicate that consumption is not up to expectations.

All producers meeting sanitary requirements are now placed satisfactorily on good markets.

If at any time the market manager can be of assistance to any member in helping to detect causes of high bacteria counts or of unsatisfactory sediment tests, producers desiring his services may secure immediate help through a personal or phone call to Frederick Shangle, secondary market manager, at his Trenton office, 19 W. State Street; phone, Trenton 4083.

LANCASTER

The Executive Committee of the Lancaster Inter-State Milk Market meets on October 2 to discuss progress and plans for the market. This is the last meeting of the fiscal year.

The members shipping to Lancaster will be asked to elect a new advisory committee at the time of their Local meetings this fall. Each of the following Locals will elect one or more committeemen: West

Lampeter, Millersville, Paradise, Quarryville, Rothville and Witmer. Members will be notified by mail as to the time and place of the meeting of each of the Locals.

Market Manager C. E. Cowan attended the delegate meeting of the Metropolitan Cooperative Milk Producers' Bargaining Agency at Syracuse on September 30, at which preparations were made for the hearing on the Federal-State marketing order, which opens at New York City on October 7.

The blended price on milk from this area shipped to New York City was \$1.845 per hundred pounds of 3.5 percent milk in August—\$1.81 from the 201-10 mile zone. This price was based upon the following class prices and percentages:

Classes	Percentages	Class Prices
I	45.56	\$2.450
II-A	14.76	1.861
II-B	3.62	1.553
II-C	3.94	1.403
III-A	8.66	1.401
III-B	3.27	1.453
III-C	13.13	1.163
III-D	3.15	1.128
IV-A	2.27	1.053
IV-B	1.64	1.110



Hallowe'en is coming and Peter and Elizabeth are prepared with their jack-o'-lantern. Picture sent by Mrs. J. Raymond Councill, Easton, Md.

Commission Issues Price Order For Scranton

A new price order has recently been issued for the Scranton market providing for a continuation of the present prices until April 30, 1941, at which time the Class I price will be reduced from \$2.76 to \$2.50 while the Class IA price will then be reduced from \$2.00 to \$1.80. These prices apply to milk of 3.5 percent butterfat content delivered f.o.b. the dealer's plant in Scranton.

Not what you do, but how you do it, is the test of your capacity.

Delegates and Members Meet November 25-26

THE entire session of the Cooperative's fifth annual delegate meeting will be taken up, except for the banquet, with the business of the Cooperative. This event will be held at the Benjamin Franklin Hotel on Monday and Tuesday, November 25-26. These dates were selected as being the most suitable considering the probable confusion regarding the observance of Thanksgiving.

No one part of the annual meeting program can be emphasized as being more important than another. The program will include full and complete reports of the officers and a discussion of the programs of work for the Cooperative. The policy is being continued of having no outside speaker address the business session of the meeting, the entire time being given over to the delegates for their work.

Resolutions will be discussed on the first day during the time available, but final action on all resolutions will be withheld until the second day of the meeting. As announced elsewhere, it is requested that resolutions be submitted in advance of the meeting in order to permit study by the resolutions committee and the mimeographing of them for presentation to delegates.

The annual banquet will be held on the evening of November 25, which will include not only the banquet but excellent entertainment and a talk by one of the country's outstanding speakers, Wm. Derr—humorist, lecturer and story teller—from Cincinnati, Ohio. He was selected to talk to the members at this event on the basis of recommendations from friends who had heard him and endorsements from organizations in widely scattered parts of the country. Details of the entertainment part of the banquet program are being worked out and promise to fulfill admirably the requirements for this event.

Women's Meeting

Plans are being laid early for a successful and entertaining program at the women's session of the annual delegate meeting of the Inter-State Milk Producers' Cooperative.

The Women's Committee, consisting of Mrs. A. K. Rothenberger, Worcester, Pa., chairman; Mrs. W. Ford Adams, Cordova, Md.; Mrs. Frank C. Pettit, Woodstown, N. J.; and Mrs. H. Wilson Price, Newark, Del.; met in the Cooperative's office late in September and worked out many of their plans.

The program as now developed will consist of group singing, followed by a brief address of welcome by the chairman of the women's group. A musical skit by Robert McKinley of the Dairy Council staff follows and gives every promise of being not only highly entertaining but soundly instructive also.

The main feature of the program will be a talk by Mrs. Marie C. Harrington, Educational Director of the St. Louis Dairy Council, who is known nationally for her sound approach to the tremendous job of promoting the use of milk.

Short motion picture films will add variety to the program, as will also a solo by R. S. Brown, county agricultural agent at Easton, Md., who also is the leader of the group singing.

The program will close with the entire group singing "God Bless America."

You can't vote

for officers and delegates of your Inter-State Local unless you attend your Local meeting.

Watch for notice by mail—then get out the vote.

Set Your Standards High When Buying Dairy Cows

Although it is generally agreed now that raising one's own dairy herd replacements is more economical than buying them when ample amounts of roughage can be grown on the farm, dairymen who do buy cows should decide at the start that it pays to get the best.

"Why spend \$80 cash on an animal that will do nothing but lose more money?" asks E. J. Perry, extension dairyman at the New Jersey College of Agriculture, Rutgers University. "Cows purchased at five or six years of age are very likely to play out sooner than expected because the rather intensive system of feeding necessary to obtain heavy production is certain to place a strain upon a cow."

"As many buying dairymen realize, there are many advantages to selecting good two-year-olds. They should be of good size and type and the production of their near relatives, especially their sisters, dams and grandams, should be known. When buying such animals, there is practically no danger of getting those which have been culled from a herd because of low test or a previous

touch of mastitis. Furthermore, their cost is less and the chances are excellent that there will be several producing years ahead.

"Although a herd owner may be skilled at selecting a good cow, he would be still wiser to arrange to grow his own replacements at the earliest possible time. Veterinary authorities are constantly recommending this practice because there is practically no danger of diseases such as mastitis, contagious abortion and tuberculosis being introduced in the home herd. Besides, if a breeder pays careful attention to the principles of selection and breeding, he is well on the way to raising the average milk and fat yield of his herd."

Winners Picked at 4-H Club Dairy Show

The New Castle County, Delaware, 4-H Calf Show and Judging Contest was held at the University of Delaware Farm, Newark, on Saturday, September 28. About 25 animals were shown by 4-H Club members, with Horace Ginn of Middletown winning the grand championship of Jerseys; Miriam Wilson of Wilmington, the grand championship of Guernseys; while Alberta Pordham of Middletown showed the grand champion Holstein.

Eighteen young folks participated in the dairy cattle judging contest, to which the Wilmington Inter-State Milk Market Committee donated \$15.00 of prize money.

Horace Ginn took first in judging and with it a \$4.00 prize; Wm. Eiermann of Townsend won second prize of \$3.00; Alberta Pordham won 3rd prize of \$2.00; while Ed. Shetzler of Middletown; Eugene Frazee, Newark; Walter Patterson, Newark; Wm. Pierson, Hockessin; Melson Sammons, Townsend and Ernest Eiermann, Townsend, took the next six places in order, each winning \$1.00 of prize money. The prizes were awarded by Floyd R. Ealy, manager of the Wilmington market.

The contest and show were followed by a pageant presented by all the 4-H Clubs of the county.

New Jersey will be represented at the 4-H events of the National Dairy Show by a team of boys consisting of David Elwell of Woodstown and Sam Patrick, Salem. This is the first time in many years that New Jersey 4-H groups will have participated in events of this type outside of the state.

Visitor: "There's a boy named George Smith working here. I'm his grandfather. May I see him?"

Grocer: "You just missed him? He's gone to your funeral."

Yes, We Do Need Cooperative Marketing

COMMENCEMENT speakers this June spoke of the twilight falling upon Western Civilization. Now in September we see that twilight deepening to dark night. Out of the chaos caused by the tumble of great democracies rises the wane light of American democracy, struggling alone in a world of totalitarianism.

America has always stood for the great pioneering spirit in a land of opportunity. In the past there have been times when this ideal was lost in the morass of money-making and excited living. But all through these dark periods of forgetfulness determined men and women were working on a plan which they knew would be the salvation of America when the day of reckoning for the careless approached. These men and women had a new, sound ideal which they sold first to the citizen who's occupation is the life-blood of any nation, the farmer. This ideal was the *Cooperative System*. Unlike most recovery plans the cooperative system is a practical plan based on sound economics and on a high standard of life.

Among the First

The milk producers were among the first to realize the advantages of the cooperative system. In the past thirty years farmers all over the country have organized for the purpose of protecting their market. In the four C's of co-operation they see the clear road to a steady and profitable market accompanied by better living. They are offered first, *comradeship* with their fellows, a fundamental American principle enabling the farmer to help his neighbor while he helps himself. If the farmers are good business partners they will be better play partners. With this comradeship the producer accepts *conciliation* knowing that he must sometimes give way to the opinions and needs of others for the greater good of all. In this way he builds *confidence* in his fellow man, in the elected manager of his co-operative, and in the God who watches over all. Finally the co-operative milk producer is *consecrated* to his work of producing the best possible product under the most scientific conditions that he might not only insure a livelihood for himself and his family but that he might also insure the health and safety of his community.

Cooperative marketing is the only answer for the milk producer.

Twenty thousand farmers individually can do nothing. Twenty thousand farmers collectively can command the attention of the dealers, the consumers and the Congress, if need be. The farmer alone cannot bargain for a milk price, nor can he standardize a fluctuating milk demand. But the farmer in cooperation with his fellow farmers can regulate the fluid milk market to the advantage of the dealer, the consumer—and himself. The relation of fluid milk to the demand and to the butter, cream, and by-products market is a complicated one. Only by organizing and allowing experts to study the situation can the individual dairyman hope to cope with the tremendous problem of retaining a stable market.

Helps Everyone

At present cooperatives are protecting members and non-members alike. Intensive education, enthusiasm, and success should soon convince the non-member that the milk cooperative is the best agent to insure him a market protected from the fluctuations inherent in the product. He should learn too, that

JOSEPHINE ANDREWS tells us "Why Cooperative Marketing Is a Benefit to Milk Producers," the submission of an essay on this subject being one of the requirements for participating in Interstate's dairy queen contest last month. Essays by other contestants will be carried in the Review from time to time. Watch for them!

through the cooperative he can better provide for his family by helping to bring education, better living conditions, and better government to the community in which he lives. Soon the non-member will realize that while the cooperative leaders are concentrating on market, production, and quality control in the cold terms of organization, rules and regulations, behind all these lie human needs, desires, and problems, being solved on the basis of the greatest good for the greatest number. He will realize that only through an organization of this kind can the widening gap between the producer and the consumer be bridged.

Cooperative marketing is not only a present benefit to the milk producers, but its principle—*Cooperation*—is the hope of America in retaining our present and glorious system of freedom and democracy.

Grandfather Had To Guess

The crop reports issued by the United States Department of Agriculture represent a tremendous amount of careful, painstaking work not only by the officials of the department but by the thousands of crop and livestock reporters throughout the country.

This service is pretty much taken for granted but naturally it has not always been available to the farmers of the country. In fact, in 1855 James T. Earle, president of the Maryland Agricultural Society, expressed himself in the following letter to presidents of other state societies:

"Dear Sir: For the promotion of the farming interest of the country, we are anxious to procure the earliest reliable information possible of the crops, that the same may be laid before the farmer to guide him in the selection of the best time to dispose of the fruits of his labors. The duty should properly be imposed upon an agricultural department of the general government; but in the absence of such provision, and in view of the artful practices of speculators and others, operating most disastrously through

the base venality of the public press, upon this leading interest, the obligation is devolved upon us

"Let us have gentlemen of intelligence and reliable judgment in each county of our respective States, connected not only by position as officers, but by interest, too, with our State societies, that we have a right to call on for information touching the crops of their different localities. They can be directed to forward their reports to some selected officer, whose duty it should be to collate them and disseminate the information thus deduced through the public press, and by circulars transmitted to each of the State Agricultural Societies of the Union."

He: "Meet me at the Waldorf Astoria at eight."

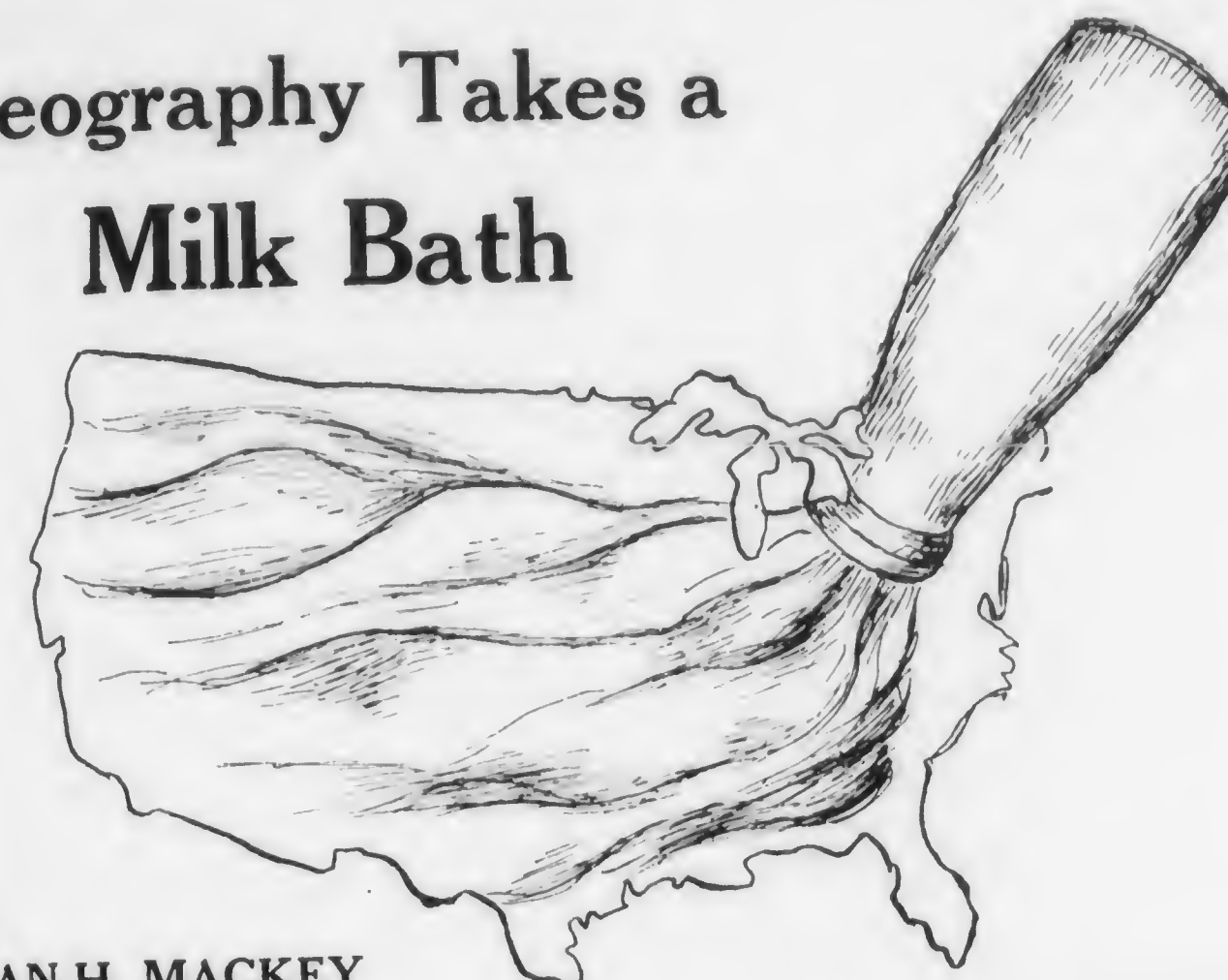
She: "The Waldorf? Say, that's a nice place."

He: "Yeah, and it's close to where we're going, too."

"Are you one of those girls who watch the clocks?"

"No, sir; I have a wrist watch."

Geography Takes a Milk Bath



By
JEAN H. MACKEY

Robert McKinley of the Philadelphia Dairy Council Staff Spent His Summer with a Map of the United States and a Milk Bottle—Your Dairy Council Reporter Tells You What Happened.

THE DAIRY COUNCIL, as you know, is always on the lookout for new ways to tie in to the story of health the story of milk; and also to tie both in to the average daily life of the child and young adult so that it becomes second nature to him to balance his diet by choosing his foods correctly and to keep his milk quota high.

Fifth and sixth grades are key grades in school and key points in development. Children are becoming more awake to the reasons for things, more receptive to well-placed hints and indirect suggestive teaching. Therefore, a project planned for these grades must have in it something of the ingenious, besides something of the educational. It must be highly imaginative and yet, at the same time, based on proven facts. It must also be directly connected with the child's own sphere of life, leading him from things which he knows are true to things which, since they depend on the first things, must of necessity also be true. (Perhaps this is a long introduction to Mr. McKinley's "Jigsaw Geography," but the problem of teaching fifth and sixth graders must be understood before this project can be fully appreciated.)

"Jigsaw Geography" does everyone of the things I have just mentioned. As a mere game, it is so fascinating that many a grown-up will want to play it along with Sally and Mary and Joe. It consists of single, loose-leaf sheets of paper, one for each of the forty-eight states. Each sheet is illustrated with a large picture of some industry or product native to that state. And each state has its own little story about a coal mine, for instance, or a cotton seed, or brass-making. (The stories are extremely simple, and each leads up to a definite tie-up between the coal-mine, for instance, and the fuel needed for the human body. These contrast tie-ups are illustrated also.)

BUT that is only one part of the game. The other side of the sheet shows a map in outline of the same state with various little symbols illustrating products of the state. These must be jig-sawed by the boy or girl to fit into the map. Then all the states fit onto a larger master-map in the schoolroom. If the teacher finds it advisable, the various maps and symbols may be colored or outlined in color after they have been finished.

When the project is finished, then the class has a complete product and industrial map of the United States, but not an uninteresting dry-as-dust-ordinary-map—a map which each one individually has helped to put together—a map in which each state has a particular story and which some boy or girl actually helped to make. And, the point in which the Dairy Council is most interested, a map which helps to tell graphically and pictorially the story of milk and health in the life of a person and a nation.

Mr. McKinley has ingeniously chosen the Empire State Building as the focal point of his story and the products of each state are followed to it as their ultimate destination. He shows, interwoven in his story, how the men who helped to build the Empire State Building and the great building it-

From Our Menu Box

"America Chooses the Milky Way" Says Miss Mary Forman, Dairy Council Nutritionist—Here Are Some Delicious New Dishes from Her New 1940 Food Demonstration to Prove It.

BORJU PAPRIKAS (From Hungary)

1 lb. Veal
1 tsp. Paprika
2-3 Onions
1/2 cup Sour Cream
Salt

Chop onion and cook in hot fat till golden color. Sprinkle with paprika and mix well. Add meat cut in small squares and cook for a few minutes. Add a little water and simmer until water is evaporated. Repeat process till meat is quite tender. Add sour cream, heat, and serve.

VEGETABLES A LA INGEBOG (From Sweden)

1 head cauliflower
3 hard cooked eggs
1 tsp. butter
1 tsp. minced parsley
3 firm tomatoes
1 can asparagus
1 1/2 tsp. butter
2 tsp. flour
asparagus juice
1/2 cup milk & cream
2/3 tsp. tomato puree
4-5 tbsp. grated cheese

Cook cauliflower whole. Cut eggs in half, remove yolks and work with butter to a paste. Add salt and parsley. Force paste through a fluted pastry tube and fill whites. Cook sauce of butter, flour, asparagus juice, milk and tomato puree. When thickened, season to taste and pour onto a large round platter. In center place cauliflower and around this at regular intervals, lay several asparagus tips. Sprinkle whole with grated cheese. Set in hot oven to heat through. Remove from oven and between asparagus lay slices of tomato. On each slice place a half egg. Serve at once.

MILCH BROTEN (From Germany)

Make dough with 1/2 pound flour and 2 oz. yeast dissolved in 1 cup warm milk. Work well, put in bowl, cover and let stand. Work 1 1/2 lbs. flour with 1 pint warm milk, a good pinch of salt, 5 tbsp. butter and the dough containing the yeast. Shape into rolls, brush over with yolk of egg and put in hot oven, lowering temperature after 8 to 10 minutes.

CREAM DE CAFE (From Brazil)

1 tbsp. gelatine
3/4 cup strong coffee
1/4 cup sugar
Crushed nut brittle
or macaroons
3 cups whipped cream

Soften gelatine with some of coffee. Cook rest of coffee with sugar to spin thread. Add gelatine and stir until dissolved. Cool. Fold in whipped cream and turn into molds. Freeze. Unmold and garnish with brittle or macaroons.

All the recipes given here have been tested in her own kitchen by Miss Mary Forman and are only four of the fourteen used in "Now We're Americans."

self are all a result of the strength and active bodies and brains which come from right eating, living and thinking.

Written in a talkative, chatty manner—facts interlarded with fun this "Jigsaw Geography" should prove a boon to teachers whose Sallys and Joes are quite likely to regard the geography book as not only the largest, but also the dullest of the textbooks which they must pore over laboriously during the next year. That's why we think that teachers and students alike will welcome "Geography's Milk Bath!"

New Generations—New Problems

From "Second Generation Members"

By
TOM G. STITTS, Chief
*Cooperative Research and
Service Division
Farm Credit Administration*

IN RECENT YEARS an increasing number of cooperatives have adopted the revolving capital plan of financing. Perhaps a plan for revolving the board of directors might merit consideration. Within the limits dictated by sound business practice, the more members who have an opportunity to become informed about the complexities of the marketing system by serving as directors, the higher the level of understanding of business and cooperative affairs. The invaluable asset of experience is given wider diffusion. Too frequent changes among directors may be dangerous, but certainly no more so from the long-term viewpoint than a board which is entirely self-perpetuating.

Would not the cooperatives richly benefit, especially from the long-time standpoint, if young fellows of 30 or 40 were given more of the burden of management? Farmers believe in higher education. Sufficient evidence of this is given in the large number of farm boys and girls going on to college and university. More and more of the young fellows coming back to the farm have had a chance to learn something about economics, marketing, and accounting. However, it is doubtful if these young farmers have a chance to help the cooperatives as they might be able. This seems to be a source of administrative ability which farm cooperatives might well tap and train for future leadership.

Personal Conceit Sometimes Involved

Unfortunately, a director often seeks reelection for term after term because of a feeling that his standing in the community is dependent upon his remaining in office. If he feels this way, and he is not reelected he leaves with a sense of disgrace. Instead of remaining an intelligent supporter and booster of the association, as an ex-director should, he becomes a liability rather than an asset to the organization—a possibility that is largely eliminated when the terms of directorship are definitely limited.

The prevailing practice in some localities of electing directors in such manner that a complete change in the board will not occur at any election, is one which has certain merits. By so staggering the terms of directors, there are constantly on the board individuals who are fully familiar with association affairs. At the same time, this procedure

reduces the dangers which may arise from shifting association policies too suddenly. Some of the newer by-laws contain the provision that "no director after having served for two consecutive terms shall be eligible to succeed himself, but after a lapse of 1 year shall again be eligible." With 3-year terms a director could serve only 6 consecutive years, but after a lapse of a year he could be elected to two more terms.

What Kind of a Plant Did You Inherit?

In taking stock of the cooperative inheritance which we have today in the form of an old-established association, we sometimes find that we are burdened with definite mistakes which have been made in the past. If our co-op is a going concern, it is very rarely that these mistakes outweigh the benefits. Nevertheless they present definite problems if we are to use our heritage to the best advantage. There is, for example, the matter of over-investments.

Many times the enthusiasm which holds sway during the organizational period of a co-op overshadows prudence. When the emotional wave passes and sound business judgment prevails, the cooperative finds itself burdened with excessive fixed charges. It may not discover this fact—or at least its full repercussions may not be felt—until considerable time has elapsed. Indeed the brunt of the burden often falls upon the second generation. It is only after margins have been squeezed down and competitors have adjusted their operations to match those of the cooperative that the handicap of over-investments in facilities becomes acute.

A number of cases might be cited in which farmers can boast of a costly, well-equipped building while private competitors are carrying on identical functions with facilities that are meager by comparison. Whatever may be the advertising value of the larger plant—or such

other intangibles as the pride of ownership—the fact remains that the relatively low costs at the competitor's plant is the cause of many second-generation headaches.

Under-Investment Also a Fault

The matter of over-investment, incidentally, does not always involve the acquiring of excessive facilities. There seems to be evidence that some cooperatives, instead of having too much, spend too much for what they have. As a local enterprise they often feel that they must use local labor and local builders. This in itself is commendable, provided the local builder has adequate experience in constructing the type of plant needed. However, if he lacks that experience, building costs may be far in excess of those originally contemplated and, unfortunately sometimes, far in excess of those absolutely necessary.

The opposite aspect of the investment problem—under-investment—should also be mentioned. On this other extreme, we have cooperatives which are so niggardly in authorizing facility expenditures that they definitely impair their efficiency. Cooperatives must always be on the alert for new machines and improved techniques. It is a part of the never-ending job of maintaining an up-to-date and flexible program to meet the challenge of ever-changing circumstances.

This is the third in this series of articles. Watch future issues of your REVIEW for a continuation of this discussion.

New York Hearing

A hearing on amendments to the Joint Federal-State Milk Marketing Order for the New York City market will be held early in October. The hearing opens at New York City on October 7 and will convene at Syracuse on October 9 and Albany on October 11.

The hearing will consider amendments on producer prices and on several of the provisions of the order which have been proposed by producers, dealers and others.

At the age of forty-five a man is likely to find out that he's not the man he used to be, and never was.

Blessed is the man who, having nothing to say, abstains from giving wordy evidence of it.

CALENDAR OF LOCAL MEETINGS

Watch for Notice by Letter

- District 1**
Red Hill-Palm—East Greenville School — 8:00 P.M., October 9.
Trappe & Limerick—Trappe Grange Hall — 8:00 P.M., October 4.
Zieglerville—Green Tree Hall, Obelisk — 8:00 P.M., October 8.
- District 2**
Burlington County—Court House, Mt. Holly — 8:00 P.M., November 1.
Harborton—School House — 8:00 P.M., October 25.
Pennington—Fire Hall — 8:00 P.M., October 18.
West Windsor—Township Hall, Dutch Neck — 8:00 P.M., October 8.
- District 4**
Princess Anne—High School Auditorium — 1:30 P.M., October 2.
Snow Hill—dinner meeting—Fire House — 6:30 P.M., October 2.
- District 9**
Kirkwood—Kirkwood School — 8:00 P.M., November 13.
Middletown—Fire Hall — 8:00 P.M., October 29.
Newark—University of Delaware — 8:00 P.M., October 22.
Towamencin—Towamencin School — 8:00 P.M., November 7.
- District 10**
Bay View—Mechanics Hall — 8:00 P.M., October 23.
Cecilton—Parish House — 8:00 P.M., October 11.
Elkton—New Court House — 8:00 P.M., October 8.
Providence—Red Men's Hall, Cherry Hill — 8:00 P.M., October 21.
Rising Sun—High School — 8:00 P.M., October 25.
- District 11**
Cochranville—High School — 8:00 P.M., November 8.
Kemblesville-Landenberg—Kemblesville Hall — 8:00 P.M., November 7.
Oxford—Grange Hall — 8:00 P.M., October 28.
Quarryville—High School — 8:00 P.M., October 21.
Southern Lancaster—Fulton High School — 8:00 P.M., October 24.
- District 12**
Nassau—Cool Spring Hall, Cool Spring, Del. — 8:00 P.M., October 1.
- District 19**
Massey—Massey schoolhouse—October 28.
- District 23**
All locals (Bridgeton, Deerfield Street, Mullica Hill, Salem and Woodstown) in District 23 will hold a joint meeting on October 28 in Daretown.

Everything comes to him who goes after what the other fellow is waiting for.

New Friends Made at Dairy Queen Contest

(Continued from page 2)

down-town restaurant the party visited Fels Planetarium, where the spectacle "A Trip to the Moon by Rocket" was presented, and the evening's entertainment was closed with a visit to a local radio station. This included inspection of the studios, a demonstration of sound effects and the witnessing of actual broadcasts.

The program on the second day was brief, with a visit to one of the larger milk plants in the city, giving the girls an opportunity to see how milk is handled in a modern large city pasteurizing and distributing plant. Following this the party returned to the hotel, where the final contest was held, the results of which were announced at the closing luncheon.

That the girls thoroughly enjoyed their visit is evidenced from comments contained in their letters. Typical is the statement by Miss Andrews: "There is no adequate way of thanking the Inter-State and you personally for the splendid time I had in Philadelphia. From the moment I started, through lunch, through historic Philadelphia, through a delicious dinner and the Fels Planetarium—to the very end I felt at home and hospitably entertained."

Gladys Hopkins expressed her appreciation in the following words: "I want to thank the officers of the Inter-State Milk Producers' Cooperative for the grand time I had while I was your guest at the Dairy Queen Contest," while Edna Baker writes: "I want to thank you and the other men and women of the Inter-State, for showing me such a wonderful time the two days that I spent in Philadelphia. I want to tell you I think the Inter-State is a grand thing for the farmers."

In a letter to the office, Pauline Guyer wrote: "I wish to express my appreciation and thanks for the fine entertainment while I was in Philadelphia. I surely enjoyed it."

Bernice Keidel expressed similar thoughts when she stated: "Every moment of my visit to Philadelphia was greatly appreciated and enjoyed. I never realized there were so many interesting places to visit."

"How would you like your egg served, sir?"
"Is there any difference in price?"
"None whatever, sir."
"Then serve it on a thick slice of ham."

The bitter goes before the sweet. Yet, and for as much as it doth, it makes the sweet sweeter.



Here is the biggest electric ANIMAL CLIPPER bargain ever offered. Now you can get a genuine Andis—the original single unit clipper—at the lowest price in history. The Andis is easier to operate—its weight rests on the animal as you guide it with the form-fitting handle. Has a more powerful, fan cooled and dust sealed motor—no shaft or stands. Blades run on hardened steel roller bearings—no quickly interchangeable for clipping cattle, horses, sheep, dogs, etc. The Andis is the choice of leading veterinarians, Army Post, Hunt Clubs, and breeders everywhere.

Low Cost Operation :: A Battery Runs It!
You can run an Andis all day for a few cents. There is a model for every current: Standard 110 volt AC or DC, only \$17.50. Models for 6 v. storage battery, 9 v. Delcovalt Unit, 22 v. light plant, 220 v. High Line, \$2 extra. 20 feet of unbreakable rubber-covered cord regular equipment.

10 Days Trial
Send only \$1 (specify voltage wanted)—pay postman balance (we pay postage) or set your Andis from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.

ANDIS CLIPPER CO., Dept. 17-K Racine, Wis.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPERS

New parts—"CLIPPER SPECIALISTS"—Repairing. Clipper blades of all kinds resharpened. Blades returned next mail. Satisfaction guaranteed. Enclose 50c each set. Old concern. Nutley Grind & Repair Co., Nutley, N. J.

USE THE TELEPHONE

The day before YOUR
Local meeting and get
out your neighbor-
members.

**A Good Crowd Assures
A GOOD MEETING**

4-H Day at Rutgers

The New Jersey College of Agriculture and Rutgers University will play host, on October 5, to 3,000 New Jersey farm boys and girls at its second annual 4-H Club Day.

A full program of entertainment and sightseeing is provided for the young folks, which includes a tree planting ceremony following a picnic lunch on the campus. A pin oak, New Jersey's official tree, will be planted in soil brought by members of each county represented and is expected to inaugurate a 4-H grove.

An orchestra, consisting of 4-H club members from Hunterdon county, will play during the ceremony.

"What d'ya say, Jim, we get our wives together tonight and have a big time?"

"Okay by me, Joe, where'll we leave 'em?"

Fall Markets Appear Good

MILK PRODUCTION is apparently keeping up well and has been adequate to supply the strong consumer demand for fluid milk. Production in the Philadelphia milk shed during the week ending September 14 averaged 271.2 pounds per day per dairy as compared with 270 pounds one week earlier and 275.2 pounds one month earlier, according to a USDA report which is based on data on approximately 5000 herds.

Fluid milk prices are stable not only in our own markets but apparently in most of the larger markets of the country. Only a few changes are reported. The Cincinnati, Ohio, Class I price went up 30 cents and is now \$2.45 per hundredweight of 3.5 percent milk. Retail prices went up 1 cent per quart at the same time. The Columbus, Ohio, Class I price went up 5 cents per hundred pounds while the retail price at Knoxville, Tennessee, was reported at 12 cents instead of the previous range of 10 to 11 cents per quart. In the far west two price reductions were reported. The Salt Lake City, Utah, Class I price was down 14 cents per hundredweight, while the Sacramento, California, price was reduced 29 cents which was accompanied by a retail price reduction. This Government report indicated no price changes along the entire Atlantic seaboard.

Cream prices for the week ending September 21 averaged from \$13.00 to \$13.50 per 40-quart can of 40 percent cream—equivalent to a 4.0 percent milk price of \$1.58 to \$1.64. This includes no allowance for the cost of handling or processing nor does it allow for the skim milk value which, at present prices, should at least balance those costs. The Pennsylvania Milk Control Commission price for Class II milk, f.o.b. Philadelphia, is \$1.62 for September, corresponding closely with the current cream price.

Butter production during August totalled approximately 164 million pounds, as compared with 165 million pounds in August, 1939, a reduction of 0.7 percent, and a reduction of 10.8 percent from July's total production. Butter production during the first 8 months of 1940 was 1,275 million pounds as compared with 1,268 million pounds in the same months of 1939.

Butter storage stocks in the 10 leading markets totalled 66 million pounds on September 27 which was 32 million pounds less than on the same date in 1939. Of the present amount in storage only about 44,000

pounds are owned by governmental agencies.

Butter prices during September averaged 28.51 cents at New York for the 92-score product as compared with 27.66 cents in September 1939. This increase in butter price amounts to a 4-cent increase on the Class II price in Pennsylvania.

Cheese production in the United States was nearly 58 million pounds in August, 1940, a 6 percent increase over the 54 million pounds produced in August, 1939, but was 15 percent or nearly 10 million pounds less than was produced in July, 1940. Total cheese production during the first 8 months of 1940 was 417 million pounds as compared with 380 million pounds during the corresponding 1939 period.

Evaporated milk production during August, 1940, was 232 million pounds—nearly 40 million pounds (21 percent) more than in August, 1939. Total production during the first 8 months of 1940 was 1,826 million pounds as compared with 1,608 million pounds in the corresponding 1939 period.

Supplies of evaporated milk in manufacturers' hands on September 1 totalled 349 million pounds as compared with 355 million pounds one year earlier, a reduction of 2 percent.

Prices paid producers by evaporators averaged, for the country, \$1.32 per hundred pounds of 3.5 percent milk during August as compared with \$1.30 in July, 1940, and \$1.18 in August, 1939.

Dry skim milk production during August, 1940, totalled 30 million pounds as compared with 23 million pounds in the same month of 1939 and with 35 million pounds in July, 1940. Of this production, nearly 74 percent was packed for human consumption and the remainder for animal feed. Storage supplies of dry skim milk on September 1 totalled 46 million pounds, 28 million pounds more than on the same date in 1939.

The wholesale price of dry skim milk, according to Government reports, averaged 6.32 cents per pound during August, 1940, 6.16 cents per pound in July and 5.83 cents in August, 1939. Storage supplies of dry whole milk and dry buttermilk were each nearly 3 million pounds greater than a year ago.

Feed supplies appear to be quite adequate, according to the feed market report issued by the USDA, which says, "Prospects for feed crops improved in August, the total supply of all feed grains for

1940-41 is expected to be nearly as large as the 1939-40 supply." Feed prices, generally, have declined during the past month and in mid-September averaged slightly below August prices. Prices of wheat bran, cottonseed meal, linseed meal and mixed dairy rations are lower by 1 to nearly 6 percent while prices of gluten feed, corn meal and brewer's grains have shown slight increases. A comparative tabulation of feed prices appears on page 6.

SEPTEMBER, 1940, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
3	28 1/2	28	27 1/4
4	28 1/2	28	27 1/4
5	28 1/2	28	27 1/4
6	28 1/2	28	27
7	28 1/2	28	27
8	28 1/2	28	27
9	28 1/2	28	27
10	28 1/2	28	27
11	28 1/2	28	27
12	28 1/2	28	27
13	28 1/2	28	27 1/4
14	28 1/2	28 1/4	27 1/4
15	28 1/2	28 1/4	27 1/4
16	28 1/2	28 1/4	27 1/2
17	29	28 1/4	27 1/2
18	29 1/2	28 1/4	28
19	29 1/2	28 1/4	28
20	29 1/2	28 1/4	28
21	29 1/4	29	28 1/4
22	29 1/4	29 1/2	28 1/2
23	30	29 1/2	28 1/2
24	30	29 1/2	28 1/2
25	30 1/4	29 1/2	28 1/2
26	29 1/4	29 1/4	28 1/4
27	29 1/4	29 1/4	28 1/4
28	30	29 1/4	28 1/4
29	30	29 1/4	28 1/4
30	30	29 1/4	28 1/4
Average	29.06	28.51	27.59
Aug. '40	28.05	27.61	27.00
Sept. '39	28.22	27.66	27.44

Announce Winners In Maryland 4-H Contest

The dairy demonstration team from Washington county, Maryland, consisting of Fred Kretzer and David McKee, won first honors in the state dairy demonstration contest held in connection with the Timonium Fair on September 3. Their demonstration showed the proper methods of calf feeding and included not only the proper rations for calves of different ages, but the care of the calf during its earlier months.

Second honors went to the Frederick county team, consisting of Amos Keller, Jr., and Harold Roderick. The team from Queen Anne county, Morris Walbert and Lee Stant, demonstrated the use of the Babcock tester as an aid in determining butterfat production of dairy cows.

The Montgomery team placed fourth in the contest, while the team from Talbot county, consisting of James C. Dulin and Stewart Mitchell, were fifth in the state contest.

Caller—"Who is the responsible man in this firm?"

Office Boy—"I don't know who the responsible party is, but I'm the one who always gets the blame."

Albert Stafford, Bridgeton, N. J., is the proud owner of this pure-bred Holstein and her twin calves obtained from artificial breeding.



Meeting Calendar

- October 12-19—National Dairy Show—Harrisburg, Pa.
- October 15—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.
- October 22—Alloua-Huntingdon Inter-State Milk Marketing Committee—County Agent's Office, Hollidaysburg, Pa.
- October 24—Wilmington Inter-State Milk Marketing Committee—Newark, Del.
- October 30—Trenton Inter-State Milk Marketing Committee—19 W. State St., Trenton, N. J.
- November 25-26—Inter-State Milk Producers' Cooperative, annual meeting—Benjamin Franklin Hotel, Philadelphia.
- December 4-6—National Cooperative Milk Producers' Federation, annual convention—Omaha, Nebraska.
- December 9-12—American Farm Bureau Federation, annual meeting—Baltimore, Maryland.
- December 10-12—Pennsylvania State Grange annual meeting—Wilkes Barre, Pa.
- January 20-24—Pennsylvania Farm Show—Harrisburg, Pa.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during August, 1940.

Farm Calls.....	1602
Non-Farm Calls.....	403
Butterfat Tests.....	3543
Plants Investigated (first half Aug.)	21
(second half Aug.)	37
Herd Samples Tested.....	870
Brom Thymol Tests.....	1101
Miscroscopic Tests.....	127
Gravity Tests.....	6
Membership Solicitations.....	289
New Members Signed.....	57
District Meetings.....	9
Attendance.....	133
Committee Meetings.....	14
Attendance.....	132
Other Meetings.....	17
Attendance.....	1165

A portly woman went into a store to buy a collar for her husband "What size?" asked the clerk.

"I done forget de size," replied the woman, "but ah kin jes' manage to reach around his throat wif mah bof hands."

Clean Bulbs Give Improved Lighting

Do you get as much light as you pay for? Experiments conducted by an illuminating company demonstrated that a clean bulb yields from 25 to 40 per cent more light than a dirty one. A 75-watt lamp that is kept thoroughly clean is practically the equivalent of a 100-watt lamp that has been neglected.

Electric light bulbs should be given periodic wipings with a damp soapy cloth. Remove the bulb, then wipe the glass section only, and dry with a clean cloth. Be sure that both glass and metal parts are thoroughly dried.

A herd managers' short course will open at New Jersey College of Agriculture, New Brunswick, on October 28 and run for 12 weeks. The course will include classroom and laboratory work in dairy cattle management, feeding, breeding, sanitation, milk testing and the growing of forage crops.

A tourist stopped in front of a little country store, dumbfounded at the sight of an enormous display of salt piled high on the premises. Stack after stack. Boxes, barrels, bags. Tons of salt, inside the store and out.

"Ye gods, man, you must sell a lot of salt," exclaimed the tourist. "No, I don't sell much," replied the storekeeper. "But you should've seen the guy that came here last week. He could really sell salt."

"How did you manage to borrow \$5.00 from your mean old aunt?" "I saw her coming out of a beauty parlor and pretended not to recognize her!"

"My maid is marrying a bill collector."

"How nice! I presume she met him at your house?"



STEWART CLIPMASTER

New anti-friction tension control assures perfect tension between blades for cooler, lighter running—faster, easier clipping. Makes blades stay sharp longer. Exclusive Stewart design ball-bearing motor is air cooled and entirely enclosed in the insulated EASY-GRIP handle that is barely two inches in diameter. Completely insulated—no ground wire required. The fastest clipping, smoothest running, easiest-to-use clipper for cows, horses, dogs, mules, etc. A \$25 value for \$19.95 complete. 100-120 volts. Special voltages slightly higher. Send for FREE catalog of Stewart electric and hand power clipping and shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 5649 Roosevelt Road, Chicago, Illinois. 51 years making quality products.



FOR PICTURES Entered in the Review

PICTURE CONTEST

PRIZES:

\$5.00 if picture is used on front page. \$1.00 if used on inside page.

OPEN TO:

Members of Inter-State Milk Producers' Cooperative and their families.

Requirements of Picture:

Clear, sharp outlines, attractive background. Farm subject that will interest others on its merits.

DESCRIPTION OF PICTURE (Brief). IDENTIFICATION OF SENDER.

(Unused pictures will be returned).

"Well, what was the result of that lecture on economy you gave your wife?"

"I agreed to give up smoking."

Hoarder: "This steak is like a cold day in June—very rare."

Landlady: "Yeah, and your bill is like a day in March, very unsettled."

NATIONAL DAIRY SHOW

First Time in Pennsylvania

Greatest Exhibit of Dairy Cattle in the World

See The Million Dollar Cattle Display

Only the best reach the National. On the "circuit" week after week, they have to be good to be brought to this great exposition.

Goliath, the Biggest Cheese in the World

It weighs one ton, made from inspected milk and carefully supervised in its manufacture. To be carved and consumed on Friday, October 18.

National Horse Pulling Contest

Every farmer likes real horse power and here the best equine pullers in the nation will "lay into their collars." A real thrill!

4-H Club Demonstrations and Contests

Boys and girls will vie as teams and as individuals for honors as dairy judges and in demonstrating sound dairy practices. They are tomorrow's dairymen.

DAILY PROGRAM

Saturday, October 12.

Collegiate and 4-H dairy cattle judging contests and 4-H dairy demonstrations.

Sunday, October 13.

Musical programs, exhibits open to public until 5:00 P.M.

Monday, October 14.

Ayrshire and Holstein judging.
National horse pulling contest (light).
4-H Club dinner.
Ayrshire breeders' banquet.

Tuesday, October 15.

Ayrshire and Holstein judging.
National horse pulling contest (light).
4-H Club dinner.

Judging hours from 9:00 A.M. to 3:00 P.M.

Wednesday, October 16.

Brown Swiss and Jersey judging.
National horse pulling contest (heavy).
Brown Swiss and Jersey breeders' banquets.

Thursday, October 17.

Brown Swiss, Jersey and Guernsey judging.
National horse pulling contest (heavy).
Guernsey breeders' banquet.

Friday, October 18.

Guernsey judging.
Slaying (carving) of Goliath, the mammoth cheese.

Saturday, October 19.

Showmen's lunch.

Horse pulling contests at 3:30 P.M.

Inter-State Milk Producers' Review has secured a supply of advance, low price tickets. Send 25 cents for each ticket (the cost at the gate is 40 cents). One dollar brings four tickets for your family. Parking free. Write the Inter-State Milk Producers Review now for tickets and free copies of the Dairy Show Program.

By purchasing YOUR National Dairy Show tickets NOW, you can obtain them for 25 cents each. (Save 15 cents.)

Harrisburg, Pennsylvania - October 12-19

This space donated by the Inter-State Milk Producers Review for the promotion of the National Dairy Show

National Dairy Show
HARRISBURG, PA.
OCTOBER 12-19
Tickets at Gate - - 40c
Tickets NOW 25c

Milk Producers

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXI

Philadelphia, Pennsylvania, November, 1940

No. 7



The Rail Fence Dairy Conference

RECEIVED

NOV 14 1940

Agricultural Economics Extension

M. C. Bond, Building,
Agr. Econ. Bldg.,
Cornell University,
Ithaca, N. Y.

Pennsylvania Supreme Court Makes Sweeping Milk Control Decision

THE Pennsylvania Supreme Court, on Monday, October 28, 1940, handed down a decision which deprives the Pennsylvania Milk Control Commission of the authority to regulate prices and require bonding of those milk distributors who operate under consignment contracts with producers.

What Consignment Is

Under a typical consignment contract a milk handler is no longer a "dealer" but becomes a "factor." The milk belongs to the producer until this "factor" sells it for him. A producer may take back milk, not necessarily his own, if he so desires. The "factor" will keep books on milk received from and on credit due producers and guarantees to pay producers if purchasers fail to do so. Another typical provision of such a contract is that under its terms it will be deemed as accepted by the producer if his milk is delivered to the "factor" after the stated effective date, whether the contract is signed or not. The contract can be cancelled by either party on ten days' written notice. The "factor" agrees to remit to producers in full once each month, with no advance payment provided, remitting to the producers a stated amount, keeping everything above that amount.

The case decided by the Supreme Court arose in the York and Harrisburg markets, when 18 dealers were granted a preliminary injunction restraining the Milk Control Commission from taking any action on prices or bonding, either criminal or civil, against dealers so operating. The Dauphin county court heard the case and decided in a split decision that, since consignment contracts were not specifically included in the Milk Control Act, such contracts were not subject to control by the Commission.

Eye On Developments

Inter-State watched the case carefully, knowing full well that should consignment receive the OK of the court the practice might spread and Pennsylvania's entire dairy industry might easily face a chaotic condition.

When the Control Commission decided to appeal the case to the Pennsylvania Supreme Court the Inter-State requested the right to intervene in order to protect the market of Inter-State's members from possible direct or indirect effects of consignment. The Court denied the right to intervene but

gave permission for Inter-State to file a brief, which was done.

What the Court Says

The majority opinion of the Supreme Court was brief, being largely an affirmation of the lower court's majority opinion. It follows:

The Commonwealth, whose appeal this is, states as the controlling question involved: Does the Milk Control Law of April 28, 1937, P.L. 417, 31 PS Sec. 700j et seq., vest in the Milk Control Commission power and authority to fix the minimum rates at which milk producers must be paid by milk dealers for milk shipped to the dealers on consignment for utilization and sale by the dealers and to require the milk dealers to post bonds for the protection of the producers? If the answer is in the negative, all the other questions stated are erased.

In an elaborate opinion by the very able President Judge of the court below, (44 Dauphin County Reports 385) with which one of his associates disagreed, all the controverted issues were most fully discussed. We think it not necessary that we shall treat even the main one in such detail; the decree entered might well be affirmed on the opinion of the President Judge.

The principle guiding to decision is this: The power and authority to be exercised by administrative commissions must be conferred by legislative language clear and unmistakable. A doubtful power does not exist. Such tribunals are extra judicial. They should act within the strict and exact limits defined: (citations of other court cases). With the principle stated before us, turning to the law embodying the powers of the Milk Control Commission, we find nothing said about milk shipped to dealers on consignment. It speaks of the "purchase" of milk by dealers, its "delivery and sale" to them; it uses the words "buy", "purchase", "prices", "bought or sold", "sell or buy". The words "consign" or "consignment" nowhere appear. We are asked by the Commonwealth to interpolate these words into the Act. This we cannot do without violating the important principle to which we have adverted. If the legislature desires to change the law, this can shortly be demonstrated by an amendment at the coming session, writing into the Act a provision covering milk sent to dealers on consignment.

This bill in equity was sustained by the court below simply to restrain the Commission and the Attorney General

from proceeding, criminally or civilly, against plaintiff milk dealers because of consignment contracts entered into by them with producers of milk, and from demanding that plaintiffs comply with the bonding and price fixing provisions of the law, except by hearings before the Commission. Nothing prevents the Commission from proceeding to an inquiry and determination whether, as argued, the consignment contracts are mere subterfuges and are in reality contracts of sale. If they are, then, of course, they are within the sweep of the law.

Decree affirmed at appellant's cost. (It appears that an inquiry as suggested by the court would unquestionably be a long-drawn out method subject to legal delays, entanglements and uncertainties with practically the entire burden of proof on the Commission.)

The Other Opinion

The dissenting opinion took sharp issue with the majority opinion. Numerous other decisions and interpretations of the law were cited by the dissenting Justices as grounds for their contrary conclusions.

Significant extracts from the dissenting opinion follow:

"Plaintiffs are a handful of dealers who have contrived an ingenious scheme by which, although for all practical purposes transactions in the business are carried on as before, a new relationship, from a legalistic standpoint, is imposed upon the contracting parties. Instead of producers selling to dealers and the latter in turn to consumers, a form of agreement between producers and dealers has now been prepared whereby the dealer calls himself a 'factor', the milk is said to be 'consigned' to the 'factor', the title is to remain in the producer until the milk is sold 'whereupon it shall pass directly from producer to the person purchasing same'."

"The obvious purpose of this device is to enable the plaintiffs to obtain milk from producers at prices lower than those fixed by the Milk Control Commission. If they succeed in this attempt the force of competition will naturally compel the entire industry to adopt the same arrangement, so that price-fixing by the Commission will become a nullity, the Milk Control Law will be effectively torpedoed, and the industry will be reduced to

Take It Easy!

IT'S true that the Supreme Court has decreed that "consignment" of milk, if bona fide, is not subject to either the price fixing or the bonding provisions of the Milk Control Act.

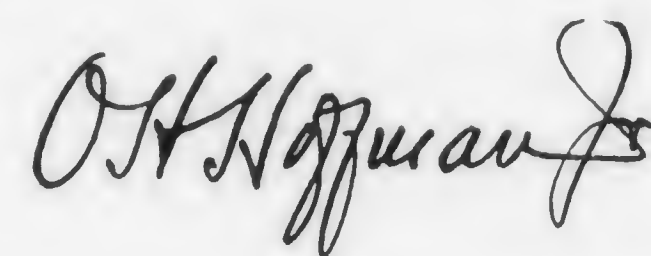
But we are the same people we were a week ago, our buyers are the same men, our consumers have not changed and even our cows are producing the same sort of milk. For many months buyers in other areas in the State, under a decree of a lower Court, have been buying on "consignment," yet our buyers, in all the areas in which we operate have, with one exception, refrained from going on "consignment."

Business conditions have improved in all our markets; employment is on the upswing;

now is a splendid time for those who want a minimum of government regulation in their business to show that they can do without it.

We shall watch with great interest what takes place under this "consignment" decision. We will certainly most vigorously oppose its use as a means of forcing producers to receive less for their milk than they are now getting.

Take it easy!



the condition which the act was designed to remedy

" The act is not primarily aimed at what the dealer or consumer shall pay, but what the producer shall receive"

" No method or device shall be lawful whereby milk is bought or sold, or offered to be bought or sold, at a price less than the minimum price applicable to the particular transaction,"

(Italics denote underline in opinion.)

" since the act defines a dealer not only as one who 'purchases', but also one who 'handles' milk, the power to fix 'prices' as between producer and dealer properly includes the power to regulate the terms of transactions by which the milk is merely 'acquired' by the dealer 'for marketing', or, in other words, 'consigned',"

" I think it clearly gives the Milk Control Commission the power to regulate consignments as well as sales by producer to dealer, and where there is a sale, as in the proposed form of agreement, from the producer to an ultimate purchaser, to fix the net prices to be received by the former in such transactions"

Practice Not General

This decision of the State Supreme Court, as we said above, affirms a previous decision of the Dauphin County Court and ever since this lower court first rendered its opinion, it has been possible for milk dealers, by following a certain procedure, to operate on a "consignment" basis. In spite of this however only one dealer among those to whom pro-

ducers of Inter-State are selling milk took advantage of the original Dauphin decision. We have no reason to believe there is any necessity for their doing so now.

Members Kept Informed

However, knowing the concern which all producers are bound to feel over this decision, we sent out on November 1 a notice to all our members, informing them of this situation and instructing them as follows:—

"Should you be approached with an offer to dispose of your milk on any basis different than at present, DON'T DO IT; instead, get in touch immediately with your Inter-State office."

Alfalfa Silage Lowest In Cost Per Ton

Ton for ton silage made from alfalfa costs less than silage made from either corn or soy beans, according to some experiments run at the Ohio Agricultural Experiment Station. In these tests the cost per ton for alfalfa silage was \$2.69, while corn silage cost \$3.14 and soy bean silage cost \$3.91.

On an acre basis the cost prior to harvest was \$9.15 for alfalfa and \$10.96 for cost of harvesting, which included \$3.02 for molasses used as a preservative. Balanced against this cost was a credit for the value, standing in the field, of the second and third crops of alfalfa of \$6.67, making a total net cost of \$13.44 for the five tons of silage obtained from one acre of alfalfa.

The cost of corn prior to harvest was \$17.54 per acre and the harvesting cost was \$10.69, making a total

cost of \$28.23 for the nine tons of corn silage from an acre.

The 7.5 tons of soy bean silage from an acre cost \$13.31 prior to harvest and the harvesting cost was \$16.03, a total of \$29.34.

In each instance the use of an acre of land was figured at \$6.00 per year.

Sentry: "Halt! Who goes there?"
Voice: "American."
Sentry: "Advance and recite the Star-Spangled Banner."
Voice: "I don't know it."
Sentry: "Proceed, American."

Mrs. Smith: "I buy my eggs from the corner groceryman because his eggs are dated."

Mrs. Jones: "I buy mine there, too, but I got some yesterday that haven't been laid yet!"

An Invitation

On Tuesday, November 26, the Dairy Council will hold its Annual Meeting. As part of its twentieth birthday celebration, it has planned a luncheon in Franklin Institute at 1 P.M., business meeting at 2 P.M., and a visit to the Planetarium of Franklin Institute at 3 P.M. A cordial invitation is extended to all Inter-State members and delegates and their wives to be the guests of the Dairy Council and Franklin Institute at these functions, which are all free to you on this occasion.

Please come. We should like to have a fine representation.

A visit to the Planetarium, as you probably know, is always well worth everyone's while. Try to be present on November 26th!

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H. E. Jamison, Editor and Business Manager

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Inter-State Milk Producers' Cooperative Incorporated

401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel
F. P. Willits, Jr., Statistician

Dis- trict

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2. Frederick Shangle, Trenton, N.J. R. 2
3. J. M. Wheatley, Federalburg, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa. R. 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Gyger, Kimberton, Pa.
8. J. Leslie Ford, Newark, Del.
9. *Ralph E. Bower, Chesapeake City, Md.
10. E. M. Crowl, Oxford, Pa.
11. Fred A. Walls, Harbeson, Del.
12. H. B. Stewart, Huntingdon, Pa., R. 4
13. *Howard W. Wickersham, Kelson, Pa.
14. M. L. Stitt, Port Royal, Pa.
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16. John Carvel Sutton, Kennedysville, Md.
17. *Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Alva Shuss, Everett, Pa.
19. A. R. Marvel, Easton, Md.
20. *Charles R. Hires, Jr., Salem, N. J.
21. *B. H. Welty, Waynesboro, Pa., R. 4
22. D. E. Witherspoon, Chambersburg, Pa.
23. Honorary Life Member—F. P. Willits, Ward, Pa.
*Member of Executive Committee

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Louis F. Tomey, Centerville, Md.
D. W. Winter, Glenside, Pa.

SECONDARY MARKET MANAGERS

Altoona - Huntingdon - J. J. Camp, Roaring
Spring, Pa., Phone 118-M
Lancaster - C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 2-7977
South Jersey - Floyd R. Ealy, County Extension
Office, Woodbury, Box 334, Phone 800
Trenton - Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 4083
Wilmington - Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464

Their Lucky Days

Four men, all on farms which are in the Green Brier-Fayette dairy herd improvement association of West Virginia, can consider themselves lucky. They were victims of minor accidents in which they were attacked by bulls, according to a report from Vane Warner, tester in the association. In each instance the bull was being handled without the safety of a bull pen, which could have been built with a few dollars' worth of materials and a few days' work.

These men were lucky in that they got off with only minor injuries. Too frequently some "gentle" bull inflicts serious and painful injuries or even death when not handled properly and safely.

Guest Editorial Practicing Cooperation

I once heard a short sermon on the Christian religion which impressed me very much. I have thought of it many times and it has been a big help in my life.

The thought has occurred to me that the same principles in this sermon, on following the footsteps of Christ, could very well be applied to cooperation.

Just three words were the keynote of this man of God's definition for Christian living, namely: Profession—Possession—Practice. He said first we have to profess that which we say we believe in, but profession is not enough.

Then we have to possess that which we profess. We must possess it in our hearts, in our minds, and even in our soul, but still these two are not enough.

Just as Christ said that of the three virtues—Faith, Hope, and Charity—charity is the greatest, so is practice the greatest of the three P's.

Regardless of how many times we tell people or try to impress them that we profess Christ, or cooperation—that we possess Christ or cooperation in our hearts, we must practice them both, if we want to be believed.

Any one of the third words in the above three triangular thoughts can be accomplished. We know it takes a lot of grace to be Charitable; to practice Christian living; and to practice cooperation—but the grace is there if we will but accept it.—*From Dairymen's Price Reporter published by the Dairymen's Cooperative Sales Association, Pittsburgh.*

Unionville Fair Draws 5000 Attendance

More than 5000 people attended the Unionville, Pa., Farm Products Show during its 3-day program, October 24-26. Exhibits totaled about 1200 in number, of which about 25 were entered in the milk show, including both student and adult classes.

Among the students, first prize went to Evelyn Conard, her entry being the best sample in the show. Second place went to Joe Vigilante, third to Harold Thopford.

In the adult class, first prize was won by G. Ed. Supplee, second by Luther Reyburn and third by E. Maule & Co.

Army Camp Needs the Land Farmers Must Move

Farmers in eastern Burlington County, New Jersey, in a section near Fort Dix, were given notice on October 25 to vacate their farms not later than November 8, as their land was being appropriated by the government for an artillery range.

The affected farmers, acting through the Burlington County Board of Agriculture, immediately appealed to their Congressmen and, through them to the government, to grant an extension of time so as to give these farmers a chance to readjust their affairs more satisfactorily and with less loss. In no case was a refusal or unwillingness to make the change expressed, but the extension of time was asked to give the farmers an opportunity to find new farms if possible in order to make direct transfers of feed and livestock.

Approximately 13,000 acres in 181 properties was condemned, for which the government fixed a total price of \$148,161.

She—"How did your father know we went in the car yesterday?"

He—"Quite simple! Remember that stout gentleman we ran into? That was father."

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, etc., required by the Acts of Congress of August 24, 1912, and March 3, 1933, of INTER-STATE MILK PRODUCERS' REVIEW, published monthly at Philadelphia, Pennsylvania, for October 1, 1940.

Before me, a notary public in and for the State and county aforesaid, personally appeared H. E. Jamison, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of the Inter-State Milk Producers' Review and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher—Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia, Pa. Editor—H. E. Jamison, 401 North Broad St., Philadelphia, Pa. Managing Editor—None. Business Manager—H. E. Jamison, 401 North Broad St., Philadelphia, Pa.

2. That the owner is Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia, Pa. No stockholder owns as much as one percent of the total amount of stock.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation by whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

H. E. JAMISON, Editor.
Sworn to and subscribed before me this 25th day of September, 1940.
Grace L. Kohn,
(SEAL)

(My commission expires May 6, 1944)



Theodore Hoffeditz of Greencastle, Pa., snapped this winter view of the covered bridge over the Conococheague Creek.

Future Farmers of America Convene at Kansas City

ON NOVEMBER 9, when the 13th annual convention of the Future Farmers of America opens at Kansas City, Mo., the states comprising the Philadelphia milk shed will be well represented, and among them are several boys from Inter-State families. The program of F.F.A. activities covers seven days, closing on November 15.

Representing New Jersey will be the milk judging team which won first place in the contest at the Eastern States' Exposition, consisting of Joseph C. Pettit, Jr., whose father is a member of Inter-State, and also Franklin Fisher and Harry Horowitz. E. Herbert Johnson, Alloway, N. J., is that state's official delegate at the convention.

Delaware will send as a candidate for the American Farmer degree, Robert Walker of Hockessin, whose father, Robert Walker, Sr., is an Inter-State member. Delaware will also be represented by Pennell Isaacs, who is Delaware state president of the F.F.A.

Pennsylvania is sending a total of 15 representatives, six of whom will be candidates for the American Farmer degree, three officers of the state F.F.A., a livestock and meat judging team of three boys and a dairy judging team of three boys. Among the candidates for American Farmer degree are J. Wilbur Houser of Lampeter and John W. Shaffer of Bedford. Other candidates include Samuel D. Lewis, Robert E. Craig, Wilfred Baer and John L. Roche.

The meat judging team includes R. Pennington, Quarryville, also Sterling Frantz and Donald Fox; while the members of the dairy judging team are Russel Doverspike, Victor Wasser and Richard Young. The F.F.A. officers from Pennsylvania who will attend are Wm. Junick, president; Walter Mains, secretary; and Russel Brandon, treasurer.

Wilbur Thomas, a member of the Friendsville High School F.F.A. will

be Maryland's delegate at the Kansas City convention. Maryland will also be represented by William King of Gaithersburg, who will participate in the public speaking contest, representing the Northeastern states.

Boys from all sections of the country attend this annual F.F.A. convention. Excellent facilities are provided by the management of the American Royal Livestock Show and by numerous business houses of Kansas City. The business sessions of the national F.F.A. organization are held at this time and interspersed in the various programs are numerous radio broadcasts by F.F.A. members, including one period on the NBC Farm and Home Hour, which will be at 12:30 P.M. (Eastern Standard Time) on Wednesday, November 13.

Production Costs Show Wide Range

Costs of milk production varied widely among individual Pennsylvania dairymen last year. They ranged from \$1.37 to \$3.34 per hundredweight on 53 farms where records were kept in cooperation with W. L. Barr, agricultural economist of the Pennsylvania State College. The farms were located in four different sections of the state, and many of the operators kept records for the second year.

The average cost of producing milk on these farms was \$2.06 per hundred pounds if labor is calculated at 30 cents per hour. Twenty-eight of the farmers who kept records produced milk below the average cost, 25 above the average, and only 6 produced milk within 5 cents above or below.

None of these figures include hauling and marketing costs which averaged 28 cents per hundredweight and were paid by the farmers. Prices received for milk averaged \$2.08 per hundred pounds, but when

the average costs of hauling and marketing were subtracted from this figure, all prospective profits vanish.

The average gross cost of keeping a cow was \$170.72. Sixty-five hundred and thirty-six pounds of milk were sold per cow, making an average return of \$135.92 to which may be added miscellaneous credits, such as milk used on the farm, manure produced, and calves sold, amounting to \$20.74. Subtracting this gross return of \$156.66 from \$170.72 shows an average loss of \$14.06 per cow for the year.

Resolutions Are Due Before Meeting Opens

In order that resolutions presented at the annual delegate meeting be given proper study and attention by the Resolutions Committee and by the delegate body, certain rules must be observed. Last year's delegate body instructed that these be drawn up and enforced at future delegate meetings. Briefly, these rules, as they apply to this year's delegate meeting, are:

1. All resolutions must be in the hands of the committee by noon, Saturday, November 23.

2. Each resolution must be signed (a) if from a District or Local, by the president and secretary of that group; (b) if sponsored individually, by that individual.

3. Resolutions received on time will, at the direction of the Resolutions Committee, be mimeographed and copies given all delegates.

4. Resolutions received on time will take precedence over other resolutions.

5. Resolutions received after the deadline will not be mimeographed and will be presented from the floor by the sponsor only after other resolutions are disposed of.

Cooperation of members, delegates and Local officers on these points will insure smooth handling of all resolutions and will expedite and speed up the work of the delegate body.

It Bears Real Weight
when YOUR opinion as a member is expressed at the Inter-State Annual Meeting.

Be there on November 25 - 26 and bring your wife.

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

CALL TO MEETING Philadelphia Inter-State Dairy Council

A meeting of the Board of Directors of the Philadelphia Inter-State Dairy Council will be held Tuesday, November 26th, at 2:00 P.M., in the Franklin Institute, 20th Street and the Parkway, Philadelphia, Pa., for the purpose of electing officers and the transaction of such other business as may be brought before the meeting.

(Signed) E. G. LECHNER, Secretary

Secondary Markets

WILMINGTON

The Wilmington Inter-State Milk Marketing Committee met at Newark on October 24. The Committee was informed that production in the Wilmington area has dropped considerably during the past few weeks, with a few small buyers getting a part of their supply from outside the regular territory.

It was also reported that one of the smaller dairies has gone bankrupt, with producers who shipped to that dairy, none of them active Inter-State members, in danger of losing considerable sums of money. The retail business of the firm and also the supply of producers who formerly supplied it have been taken over by the other dealers in the market.

Locals in the Wilmington area are now holding their annual Local meetings and all members are urged to attend the meeting of their Local if not already held.

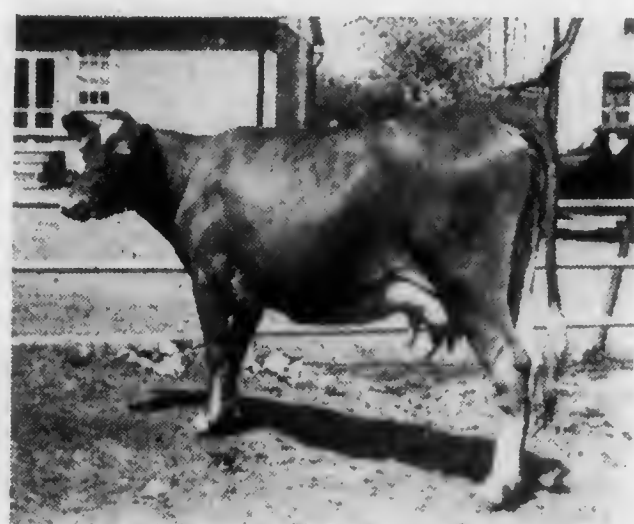
SOUTH JERSEY

A joint meeting was held at Daretown on October 28, of the Mullica Hill, Woodstown and Salem Locals, at which reports were heard of the activities of the Inter-State in this area and the progress of the South Jersey Inter-State Milk Market.

The Mullica Hill Local elected Henry Edwards, president; Robert Duffield, secretary-treasurer; Herbert Kincaid, delegate; and Walter Davis, alternate delegate.

The Salem Local elected John R. Patrick, president; Jos. Ridgway, vice-president; Lester Harris, secretary-treasurer; Ed. Fogg, delegate; and Wm. H. Fogg, alternate delegate.

The Woodstown Local elected J. Kirk Horner, president; Oakford Richman, vice-president; Chas. H. Kirby, secretary-treasurer; Alvin String and Benj. R. Williams, delegates; and Oakford Richman and Ed. C. Coles, alternate delegates.



This registered Guernsey ranks right at the top in the herd of J. L. Adams and Sons, Belleville, Pa.

Horse Pulling Contest Draws Loads and Crowds

The National Horse Pulling contest held at Harrisburg October 14-17 in conjunction with the National Dairy Show, attracted immense ring-side throngs. The first two days of this event were given over to the light teams weighing under 3,000 pounds.

Seventeen teams were entered in this division, with 12 going through to the finals on the second day of the event. The winning pair, owned by Vincent Brothers, New Holland, Ohio, weighed 2944 pounds and in the winning pull hauled a load equivalent to 19.3 tons a distance slightly more than 12 feet. The second prize in this division went to a team entered by James Eckels, Mariana, Pa., with a pull of 11 feet, 10 inches.

The enthusiasm of the crowd grew as the heavy teams came on the scene Wednesday and Thursday. Twenty-four teams were entered in this division, with 14 surviving the elimination of the first day, with the dynamometer set at 3,000 pounds, equivalent to pulling a 19.3 ton load on a hard-surfaced road.

In the heavy weight finals on Thursday, a pair of horses weighing 4412 pounds and owned by Dan Arnold of Plainwell, Michigan, took first honors with a pull equivalent to hauling a 24-ton load for a distance of 25 feet. The second-place team, owned by Dr. Wm.

Crall of Pioneer, Ohio, weight 4550 pounds, came within inches of this mark. Third place went to a team owned by J. C. Rhea, Worthington, Pa.; fifth to Roscoe Mitchell, Waterford, Pa.; and sixth to George Porter, Eighty-Four, Pa. An Indiana team took fourth place.

As a special feature the following day the winning team was matched against 22 members of the Steelton High School football squad. These huskies, pulling on four ropes, were able to pull a load equivalent to 14.3 tons for 24 feet, 11 inches. The same number of herdsman and helpers were then called from the barn and they succeeded in pulling this load the full distance of 27.5 feet.

Heroic Milkmen Awarded Pasteur Medals

The milkman who delivers his milk in the lonely, dark hours of early morning is frequently a protector of life and property. Each year the International Association of Milk Dealers, at their annual meeting, present Pasteur medals to milkmen who have performed distinguished service outside their regular line of duty.

Winner of this year's gold Pasteur medal is George E. Cleary, a driver for the Supplee-Wills-Jones milk company in Philadelphia, who foiled a holdup at 5:40 one morning and in spite of threats from the thug threw him to the ground and thwarted the robbery. The robber, upon being apprehended, confessed to 16 armed robberies.

On another occasion, Cleary saw smoke issuing from a cottage, forced an entrance and removed an unconscious man from the building. For this act he received a second citation.

A bronze Pasteur medal was awarded to Daniel W. Streeper, foreman for the Turner & Wescott company of Philadelphia. He rescued a young boy from drowning and after getting him ashore successfully applied artificial respiration.

In addition, a silver Pasteur medal was awarded to a St. Louis milkman and 10 other bronze medals were awarded to milkmen in various parts of the country for similar acts of heroism outside their line of duty.

It's YOUR Business
and when you attend
the annual meeting
of your Cooperative on
November 25 - 26 you
will be tending to it in
a most practical
manner.

Pilgrims and Indians

COME TO SOUTH PHILADELPHIA



By
JEAN H. MACKEY

THE MOST amazing thing about Dairy Council plays for school children, your Dairy Council reporter is beginning to believe, is the fact that the audience, without exception, is always impressed and delighted with them. And this is true of every play, whether it is given in the most modern and up-to-date school with a well-lighted auditorium or in an old building where the only auditorium is two or three classrooms opened into one another. That was the type of stage that Dairy Council worker, Miss Dorothy Chandler, had to use a couple of weeks ago at the Benson School in South Philadelphia. But the two hundred and fifty wide-eyed children who watched the story of the "Indians Who Lost Their War Whoop" come to life were none the less pleased and interested.

You can imagine what the story of these Indians was, can't you? They lost their very valuable war-whoops because someone forgot to give them milk and cheese and other dairy products to eat. The little Pilgrim children who felt sorry for them showed them how to shriek like Indians (which is what they did with great gusto), once more.

Looking over that audience of small Italian and Polish and colored children who sat so quiet under the spell of the play, I think more than one of the teachers must have thought that there were a great many war-whoops in the audience which could stand a bit more of milk and cheese and dairy products. And, incidentally, as the Pilgrim children sang and danced the old nursery game, London Bridge Is Falling Down, more than one of the older audience was glad that that, too, was not true.

The play closed with the exchange of moccasins and a goatskin for

Dairy Council Dramatic Worker, Miss Dorothy Chandler, Puts on a Play in the Benson School—the Story of Milk Gets Dressed Up in New Clothes for Another Appearance on the Stage! (Even the Photographer Had to Smile at the Three Little Indians Shown Below).



Over 250 delighted 4th, 5th, and 6th Graders watched the Indians and the Pilgrims exchange gifts and then, clapped even louder for these Indian dancers as they stamped and beat the tom-toms in rhythm.

dairy products between the Pilgrims and the Indians and was followed by a dance of friendship which I think the Indians enjoyed performing as much as the little boy in front of me did watching. (He was dancing the whole dance under his desk and he did very well too.)

In thinking over such a play performed for such an audience and all the other similar plays which are being performed almost every day in the week throughout the school year, one realizes that the importance of the project lies not in just one amusing schoolroom scene, but in the hundreds of others of which it is just one part. Two hundred and

fifty boys and girls of varying ages and varying inheritances and varying intelligence watched "The Indians Who Lost Their War Whoop". Two hundred and fifty growing minds got the fact that MILK and dairy products stood for strength to run and play in the normal way. If ten out of that two hundred and fifty took the story home in a strong enough way, think how much would be gained for MILK! And remember that so far in 1940, 931 plays and rehearsals were held in schools in and around the Philadelphia territory, and in most cases with larger audiences than that which listened to "The Indians Who Lost Their War Whoop."

Says Miss Dorothy Chandler:

"One reason why the children in the schools enjoy being in the play 'The Indian Who Lost His War Whoop' is the fact that it is typically American and based on American principles, that of helping those less fortunate than themselves—Puritan children helping their friends the Indian children."

Official Notice to Delegates Inter-State Milk Producers' Cooperative

The Annual Delegate Meeting will be held Monday and Tuesday, November 25-26, 1940, commencing at 10 o'clock A.M., at the Benjamin Franklin Hotel, Ninth and Chestnut Streets, Philadelphia, Pennsylvania.

Board of Directors

B. H. Melty
President

A. Ralph Jollers
Secretary

All members of the Cooperative are welcome to attend all sessions of the meeting and take part in all discussions.

Delegates and Members to Hold Annual Meeting November 25-26

DELEGATES from each of the 111 Locals of the Inter-State Milk Producers' Cooperative meet at the Benjamin Franklin Hotel in Philadelphia for their annual delegate meeting at 10 A.M. on Monday morning, November 25. The meeting will continue through Tuesday noon.

Members and delegates generally have shown keen interest in this year's meeting and indications point to an unusually good attendance of members in addition to official delegates. It is emphasized by the annual meeting committee that this is a meeting for delegates and members and that every available minute of the two days' session will be given over to them for a discussion of the reports, programs and policies of the Cooperative.

Business reports and general discussion of the future policies are first on the program, followed by general discussion of these subjects from the floor. Discussions are open to all members of the Inter-State but voting is confined to official delegates elected by members at their Local meetings, thus assuring approximately equal representation to members in all sections.

The Resolutions Committee, which meets at noon, Saturday, November 23, will have its report ready to give the members on Monday afternoon. As announced elsewhere in this issue, they will consider only those resolutions received in advance of the deadline. Late resolutions will be brought before the delegate body after action is completed on those resolutions brought before the delegates by the Resolutions Committee.



Leroy Miller of KYW Musical Cocker fame who will be Master of Ceremonies at the entertainment program of Inter-State's banquet on Monday evening, November 25.

One of the highlights of the meeting is the annual banquet and entertainment to be held on the evening of November 25, at which members, delegates and their friends can set aside the cares of the meeting for a few hours and enjoy an excellent program.

The speaker at the banquet—the only outside speaker scheduled for the entire meeting—is Wm. Dern, humorist, lecturer and story teller, from Cincinnati, Ohio.

The entertainment program included on the banquet admission ticket promises to be of unusual

interest. Master of Ceremonies at this event is LeRoy Miller, KYW's Musical Cocker, who can be heard over radio station KYW from 7 to 9 each morning.

In addition to his bag of tricks, impersonations and wise cracks, he is bringing several widely-known radio and stage personalities who will put on special features. During the performance Miller will conduct his audience quiz show, in which everyone has an opportunity to share and during which special prizes will be awarded to guests in the audience.

The second day of the meeting will be given over to final action on resolutions and to such other new business as may be brought before the delegate body. This, in many respects, is the most important part of the entire session as it includes deep and thorough discussion by the delegates and members of the Cooperative's major problems and policies.

Continuing the long standing custom, a special meeting is being held for Inter-State women on Monday morning, November 25. This will also be held in the Benjamin Franklin Hotel.

The annual meeting of the Philadelphia Inter-State Dairy Council is being held at the Franklin Institute, Twentieth Street and the Parkway, at 2 P.M., Tuesday, November 26, at which all delegates and members of Inter-State and their families are welcome. This will be preceded by a luncheon for the delegates, members and their families, also scheduled at the Franklin Institute, the time for the luncheon being 1 P.M.

WOMEN'S SESSION

10 A.M.

MONDAY, NOVEMBER 25, 1940

Benjamin Franklin Hotel

Presiding—MRS. A. K. ROTHENBERGER, Worcester, Pa.
Chairman, Women's Committee

Group Singing.....By Inter-State Women
R. S. BROWN, song leader

Musical Skit.....ROBERT MCKINLEY
Staff member of Philadelphia Inter-State Dairy Council

Scientific Research in Nutrition...MRS. MARIE C. HARRINGTON
Education Director, Dairy Council of St. Louis

Solo.....R. S. BROWN
County Agricultural Agent, Easton, Maryland

Motion Pictures

Group singing—"God Bless America".....Inter-State Women

Women's Committee

MRS. A. K. ROTHENBERGER.....Worcester, Pa.
MRS. W. FORD ADAMS.....Cordova, Md.
MRS. FRANK C. PETTIT.....Woodstown, N. J.
MRS. H. WILSON PRICE.....Newark, Del.



Birds take notice! Junior Cooper is out gunning for you. Picture sent by Mary E. Cooper, Harrington, Del.

tive, because the cooperative uses every effort to keep inspection requirements uniform and reasonable. When a member loses his market because of failure to meet inspection requirements, help is given that member by the cooperative.

The cooperative makes regular checkings on the butterfat tests of milk, and at the same time checks on the accuracy of scales used by milk buyers. If milk buyer's weights should fail to correspond with the member's record, the cooperative would find out the cause and would seek adjustments of the differences.

What would you do if your milk checks appeared incorrect? Immediately call on your cooperative and they will help find out the difficulties and give help in solving them.

The milk cooperatives are also a benefit from the educational standpoint. Members are informed about marketing problems through a regular magazine, and if help is desired for planning programs at community meetings, it can be furnished by the cooperative.

We may conclude that cooperative marketing benefits milk producers by securing better prices than would otherwise be possible, guaranteeing a market, helping maintain reasonable sanitary standards, increasing consumption of milk through advertising, providing comradeship, and dispensing educational information; and whenever a need for united action may occur the organization to provide it is already set up and working.

Short Courses

The winter short course season is now with us. Pennsylvania State College is offering a short course on commercial fruit growing from November 18 to December 14. The short course in dairy manufacturing starts on January 6 and one on dairy farming and animal husbandry on January 18. A short course in general agriculture will begin on February 5. Further information on these courses can be obtained from Pennsylvania State College.

Why We Cooperate

As told by

MARY A. MILLER,

Waynesboro, in her essay submitted in Inter-State's Dairy Queen Contest, at which she was selected as alternate.

THROUGH YEARS of progress, cooperatives have been found to be both efficient and practical in the marketing of different products, and today milk producers join cooperatives because of expected benefits; while other milk producers are willing to accept the higher price that is a result of those who do join the cooperative.

Cooperation is not an individual matter. We need the other fellows to carry it on, and they need us. We cannot get along in a cooperative marketing association without a spirit of give and take. The spirit of friendship and sympathetic understanding that is developed when one cooperates with others is one of the benefits of cooperative marketing.

A fluid milk cooperative is a business conducted by its members

for the purpose of marketing their milk to the best advantage.

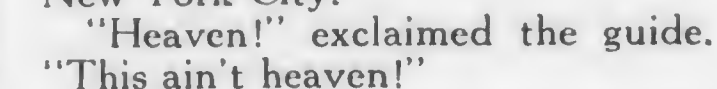
The dairyman's primary motive in joining a fluid milk cooperative is to get the best prices for his milk. If the producers were not united at all they would be completely at the mercy of the dealer who would set the price and the individual farmer would have to accept it or not have any market at all. The cooperative can put on an advertising campaign to increase the sale of milk, but individual producers can not do this.

The second primary motive is that every milk producer is guaranteed a market for all his milk which meets the requirements of the market where it is sold. That guarantee means that the member who loses his market except for failure to meet those requirements, will be placed on another market at once or if the member loses any money in not having a market the cooperative will pay him. An agreement is made if the milk buyer can not or will not pay for themilk the cooperative must and will pay the producer all money due him.

If inspection difficulties arise the producers should call on the coopera-

Name

Address



Dairy Markets Generally Steady

MILK production during September averaged 245 pounds per day per shipper as compared with 250 pounds during August and 240 pounds in September, 1939. This 2 percent increase over a year ago is closely in line with the upward production trend.

The USDA report for October 1, 1940, indicates an average of 17.5 pounds per cow per day in Pennsylvania as compared with 15.7 pounds one year earlier. This year's New Jersey production was 19 pounds as compared with 18.8 pounds a year ago; Maryland's 16.4 pounds as compared with 16.7 pounds. These figures represent averages of conditions reported by crop reporters.

Fluid milk prices have been generally stable during the past several weeks, with only a few increases reported. The Class I prices at Pittsburgh and at Wheeling, W. Va., are up 30 cents per hundredweight, accompanied by a 1-cent increase in the retail price. Under the joint Federal-State order in the New York market, the Class I price there advances automatically from \$2.45 to \$2.65 on November 1.

Cream markets strengthened somewhat in late September, the quotation, as reported by the Philadelphia office of the USDA for the week ending October 26, being \$14.00 per 40-quart can of 40 percent cream meeting all board of health approvals. This represents an increase of 25 cents over the preceding week and 75 cents over the last week in September. The \$14.00 cream price is equivalent to \$1.70 per hundred pounds of 4 percent milk, with no charge being made for processing or handling costs and no credit given for skim-milk value. The Class II October price f.o.b. Philadelphia is \$1.71 per hundred pounds.

Fluid milk sales increased 0.77 percent in September over the same period of 1939, according to a report from the Milk Industry Foundation. Comparisons of the two Septembers also show a decrease of 0.84 percent in milk company payrolls and a decrease of 2.12 percent in employment, according to a compilation of reports from distributors in 136 leading markets in the United States. No complete sales data are available for the Philadelphia market.

Butter production during September totaled 144 million pounds, an increase of 12 million pounds, or 9 percent, over September, 1939. Compared with August, 1940, production decreased 11.9 percent in September.

Storage supplies of butter in the 10 leading markets of the country

were approximately 57.5 million pounds on October 27 as compared with 83.4 million pounds the same day a year ago. This difference of almost 26 million pounds has had a tendency to help butter prices, which have been supported only slightly and at infrequent intervals by purchases of the Dairy Products Marketing Association.

Butter prices averaged 30.35 cents in October as compared with 28.51 cents in September and 29 cents in October, 1939. These prices are for 92-score butter in wholesale lots at New York City. This butter price increase of 1.35 cents per pound automatically increased the Class II price of milk by 7 cents over the October, 1939, average, as based on the Pennsylvania Milk Commission formula.

American cheese production totaled 51 million pounds during September, 1940, an increase of 5.3 million pounds, or 11 percent, over September, 1939. Supplies of American cheese in storage on October 1 were 127 million pounds, an increase of nearly 30 million pounds over September, 1939. Storage supplies of other types of cheese were approximately 2.5 million pounds higher on that date than a year earlier, while cheese prices in general were slightly weaker.

Evaporated milk exports during the first 8 months of 1940 were 87.7 million pounds, an increase of 71.8 million pounds, or 451 percent, over the 8-month figure in 1939. Of this amount, 48 million pounds went to the United Kingdom.

Exports of condensed milk were up 9.6 million pounds, or 704 percent for the 8-month period. Exports of butter increased from 1.3 million pounds in 8 months of 1939 to 1.85 million pounds in 1940, a 41 percent increase, while cheese exports of 356,000 pounds were only slightly higher than a year ago. Considering total production, these butter and cheese exports have little bearing on market conditions.

Imports of cheese during the first 8 months of 1940 totaled 25 million pounds, a 7-million pound drop from the corresponding 1939 period. Butter imports increased 110 thousand pounds, or 16 percent this year as compared with a year ago. The greatest increase in imports was of casein, the 19.4 million pounds imported during the January to August, 1940, period being an increase of 18.6 million pounds over a year ago.

Evaporated milk production during September hit a new record high for that month with 195 million pounds produced. This is a 30-

million pound, or 18 percent, increase over a year ago and is 29 percent larger than the 5-year (1934-1938) September average.

Supplies of evaporated milk in manufacturers' hands increased 31 million pounds to 380 million during October, which supply represents a 182 percent increase over the October 1, 1939, supply. A year ago there was a tremendous September movement of evaporated milk created by the sudden war development.

Prices paid by evaporators to producers averaged \$1.34 per hundred pounds of 3.5 percent milk in September, up 2 cents from August but 1 cent less than in September, 1939. The average wholesale selling price in September was \$2.86 per case of 48 cans (14½ ounce)—no change from August but 7 cents higher than in September, 1939.

Production of dry skimmilk in September is estimated at 24.8 million pounds, a 3.1 million pound increase over September a year ago but a 4.7 million pound decrease from August. The average price of dry skimmilk in September was reported as 6.42 cents per pound, up slightly over the 6.32-cent August average but a little under the 6.57-cent price quoted a year ago.

Feed prices showed some changes for various feeds during the past month, the changes ranging from 4.13 percent lower to 8.39 percent higher than in September. Wheat bran, cottonseed meal and linseed meal showed decreases, while the mixed dairy rations, brewers' grains and gluten feed were slightly higher in price. A comparative tabulation of feed prices appears on page 6.

"I hear your boss fired you for lying. What did you lie about?"
"He fired me for lying about an hour too long in bed every morning."

OCTOBER, 1940, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	30	29½	28¾
2	30¼	29½	29
3	30¼	29½	29
4	30¼	29½	29
5	—	—	29½
6	30¼	30¼	29½
7	30¼	30¼	29½
8	30¼	30¼	29½
9	30¼	30¼	29½
10	30¼	30¼	29½
11	31	30½	29½
12	31	30½	29½
13	31	30½	29½
14	31	30½	29½
15	31	30½	29½
16	31	30½	29½
17	31	30½	29½
18	31	30½	29½
19	—	—	29½
20	31	30½	29½
21	31	30½	29½
22	31	30½	29½
23	31	30½	29½
24	31	30½	29½
25	31	30½	29½
26	31	30½	29½
27	31	30½	30
28	31¼	30¼	30
29	31¼	30¼	30
30	31¼	30¼	30
31	31¼	30¼	30
Average	30.84	30.35	29.55
Sept. '40	29.06	28.51	27.59
Oct. '39	29.60	29.00	28.38

These Simple Rules Keep Milking Machines Clean

FREQUENTLY reports from the field state that high bacteria counts were traced to improper cleaning and sterilizing of the milking machines. Sometimes this lack of care is directly traceable to extravagant claims when the machine is sold. Please remember that if neglected any milking machine will contribute directly to high bacteria counts and with it trouble with inspection and danger of layoff.

The best way to keep a milking machine clean is never to let it get dirty. Ordinarily the milker does not get dirty while in use. It gets dirty between milkings and this dirt consists of the natural ingredients of milk in a decomposed condition. So if all traces of the pure clean milk in the teat cups, tubes and pail are immediately removed after each milking, there is no opportunity for it to turn into "dirt." By "immediately after milking" is meant right after the last cow is milked and before there is any chance of the milk drying on the surfaces of the milker parts.

Five Simple Rules

The most simple and practical method of cleansing milkers is as follows:—

1. Immediately after each milking attach the milker unit to the vacuum line and suck cold water through each unit until all the milk is removed.

2. After being sure all the milk is out of all the tubes, use the same procedure with scalding water, the hotter the better, to which is added a good dairy cleaner, being sure to use a sufficient amount to remove all traces of butterfat from the rubber parts. This simple method cleans the milker immediately, in fact it does not have an opportunity to get dirty.

3. After the milker is clean, a simple method of sterilizing and keeping it clean until next milking time is the use of a solution rack. These racks can be secured from various chemical and dairy supply companies at a nominal cost. By using these racks the teat cups are hooked up and kept filled with a sterilizing solution, thus eliminating any chance of contamination as well as having a preservative effect on the rubber.

4. When removing from rack, and taking to barn for use, care should be taken that the cups do not come in contact with the floor or litter, two seconds of carelessness in this manner might easily undo all that has been accomplished in hours of care.

5. The milker should be completely taken apart every few days, the lines thoroughly inspected and any foreign material that has accumulated entirely removed.

Meeting Calendar

November 19—*South Jersey Inter-State Milk Marketing Committee*—Woodbury, N. J.

November 25-26—*Inter-State Milk Producers' Cooperative, annual meeting*—Benjamin Franklin Hotel, Philadelphia.

November 27—*Trenton Inter-State Milk Marketing Committee*—19 W. State Street, Trenton, N. J.

November 28—*Wilmington Inter-State Milk Marketing Committee*—Newark, Del.

November 29—*Annual meeting of Advisory Committee of Altoona-Huntingdon Inter-State Milk Market, Election of Marketing Committee*—Hollidaysburg, Pa.

December 4-6—*National Cooperative Milk Producers' Federation, annual convention*—Omaha, Nebraska.

December 9-12—*American Farm Bureau Federation, annual meeting*—Baltimore, Maryland.

December 10-12—*Pennsylvania State Grange annual meeting*—Wilkes Barre, Pa.

January 20-24—*Pennsylvania Farm Show*—Harrisburg, Pa.

January 28-31, 1941—*New Jersey Agricultural Week and Farm Show*, Trenton, N. J.

More Machinery—More Farm Accidents

Increased use of mechanical equipment on the farm has resulted in a rise in farm accidents, reports V. S. Peterson, Ass't. Professor of Agricultural Engineering Extension at Pennsylvania State College, who states that, next to automobile crashes, farm and home accidents are the nation's most serious safety problem. More than 4,500 deaths and 100,000 injuries bring sorrow to farm families each year.

Even though the manufacturers have incorporated many safety features in the design of agricultural machines and have provided labels emphasizing safe ways of operating, over 40 per cent of the farm accidents in Pennsylvania occur while machines are being operated.

About 30 per cent occur from falls of persons and 18 per cent while handling animals. Falling objects account for about 9 per cent of the accidents, with only 2 per cent occurring during the other miscellaneous farm operations.

The chief causes of farm accidents are indifference, carelessness, lack of knowledge, mental or physical fatigue, loose or torn clothing, haste, defective equipment, and vicious animals.



Famous Animal Clipper
New Improved Model
Only \$17.50 POST PAID
Here is the biggest electric ANIMAL CLIPPER bargain ever offered. Now you can get a genuine Andis—the original, single unit clipper—at the lowest price in history. The Andis is easier to operate—its weight rests on the animal as you guide it with the form fitting handle. Has a more powerful, fan cooled and dust sealed motor—no shafts or gears. Blades run on hardened steel roller bearings—are quickly interchangeable for clipping cattle, horses, sheep, dogs, etc. The Andis is the choice of leading Dairymen, Army Pests, Hunt Clubs, and breeders everywhere.
Low Cost Operation—A Battery Runs It! You can run an Andis all day for a few cents. There is a model for every current: Standard 110 volt AC or DC; only \$17.50. Model for 6 v. storage battery, 9 v. Delaval Unit, 32 v. light plant, 220 v. High Line, \$2 extra. 20 feet of unbreakable rubber—covered cord regular equipment.
10 Days Trial—Send only \$1 (specify voltage wanted)—pay postman balance (we pay postage) or get your Andis from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.
ANDIS CLIPPER CO., Dept. 17-L Racine, Wis.



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Requirements of Picture:

Clear, sharp outlines, attractive background. Farm subject that will interest others on its merits.

DESCRIPTION OF PICTURE (Brief). IDENTIFICATION OF SENDER.

(Unused pictures will be returned).

John: "My wife has the worst habit of staying up until one and two o'clock in the morning, and I can't break her of it."

Joe: "What does she do all that time?"

John: "Waits for me to come home."

Junior Winners At Dairy Show

4-H boys and girls from 44 states participated in competitive events at the 1940 National Dairy Show. These included demonstrations of dairy production practices, dairy manufacturing and dairy foods, as well as a dairy cattle judging contest. The 4-H boys from Michigan took first place in the dairy cattle judging.

Contests and demonstrations were sub-divided into sectional events, with no national champions being determined. In the Eastern States the demonstration by David McKee and Fred Kretzer of Williamsport, Md., took first in the production division. They demonstrated a practical and successful method of feeding dairy calves under conditions frequently prevailing in fluid milk markets where it is desired to raise calves on a minimum of whole milk. Second place in the Eastern section went to a team of two girls from Massachusetts who demonstrated the methods of fitting a dairy animal for the show ring.

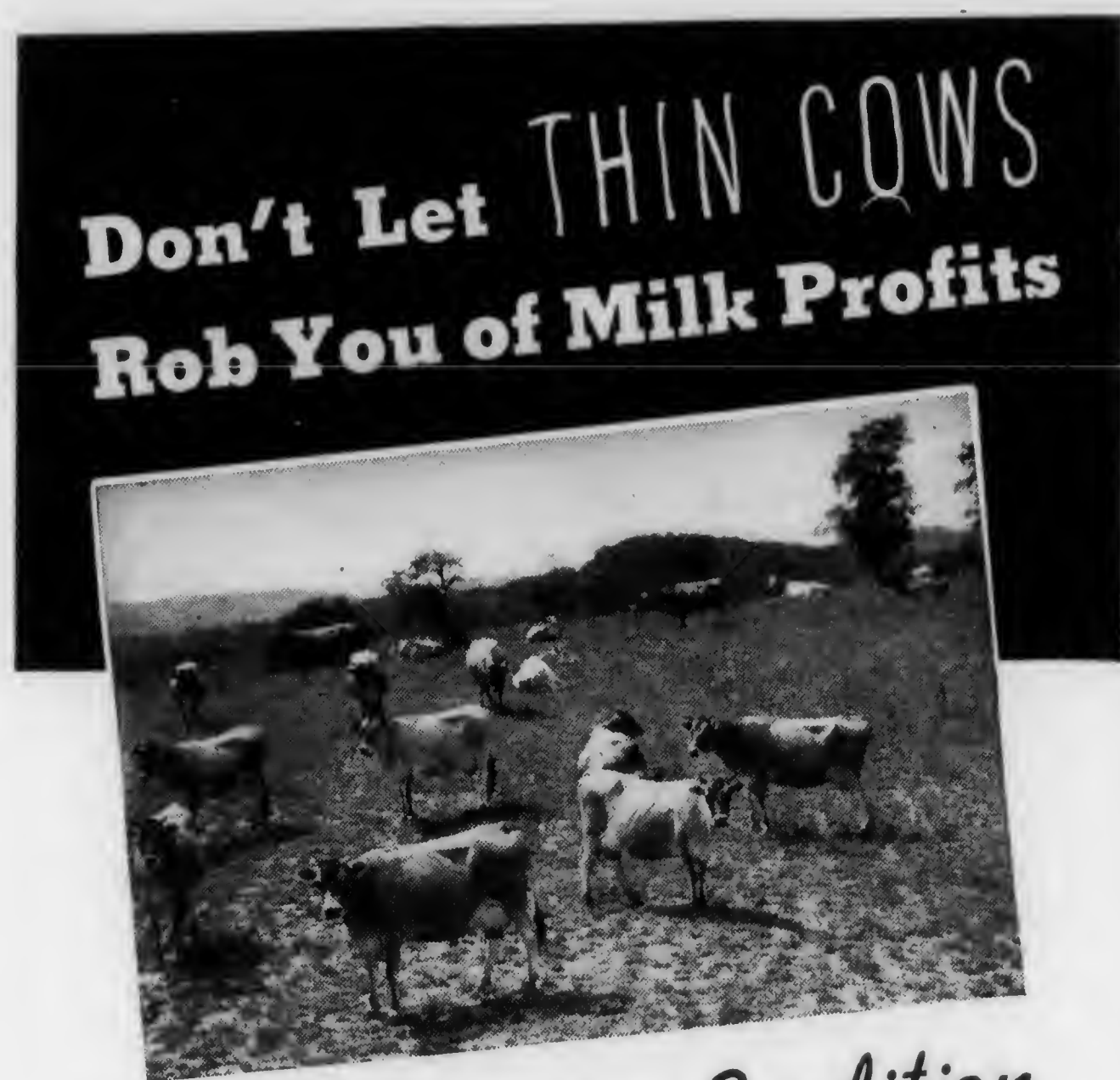
Ruth Strasser and Norma Bauer of Bethany, W. Va., took first honors in the dairy foods demonstration among the Eastern States, demonstrating milk drinks. They both received diamond bracelet watches as first prize in this event. Second place went to a pair of New York girls who demonstrated uses of cheese.

Special mention should be given the production demonstration team from Delaware, Leslie Silpath and Leslie Pryor of Clayton, who demonstrated the importance of proper care of utensils in maintaining milk quality; and to the New Jersey demonstration team, consisting of David Elwell of Woodstown and Sam Patrick of Salem who, in commemoration of the fiftieth year of the discovery of the Babcock Test, demonstrated its use and described its application in the development of better dairy herds.

Proper methods of handling milk, cleaning and sterilizing utensils and, in general, protecting milk quality seemed to be the most popular subject for these demonstrations.

Numerous state and county club leaders emphasized the benefits from these demonstrations. The demonstration teams, in the development of their demonstrations, staged them before every farm group possible, thereby obtaining added skill, while at the same time contributing greatly to the understanding among producers in their section of proper care of milk.

A man never realizes the blessing of being poor until he gets over it.



Keep them in Top Condition
with **BEACON FEEDS**

Too often we dairymen rely too much on late fall pasture. Cows left on pasture too long without adequate supplemental feeding lose flesh. Their milk production drops. And what is most important to you, they can never be brought back to the productive level they otherwise would have been able to maintain throughout the winter. Hence the vital need for proper fall feeding . . . liberal use of hay and silage or other roughage supplements and grain feeding equivalent to that followed in the winter.

Start this supplementary feeding *before your cows are brought into the barn*. It will help to maintain their live weight and to hold their milk production at a more profitable level.

Beacon Dairy Feeds are *specially* made to supplement the roughages fed on Northeastern farms and to produce maximum milk production. The formulas we use are the result of the most critical and thorough study of the nutritional needs of the dairy cow. The ingredients used in our feeds are chosen to give sustained high milk production and to help maintain the health and condition of the cow through years of heavy production. No fillers of low nutritive value are ever permitted in Beacon Rations.

Let Beacon Dairy Feeds help you get maximum profit from your cows, now and throughout the winter. Your nearest Beacon Dealer will gladly serve you.



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Cayuga, N. Y.

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When you buy products advertised on these pages tell the merchant that you saw the advertisement in the Milk Producers Review

Milk Produce

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, INC.

Vol. XXI

Philadelphia, Pa., December, 1940

No. 8

▲ ANNUAL MEETING SPECIAL NUMBER ▼



Christmas Joy Unconfined

Picture by Eugene Wyle

REC-9 1940
Extension

Fifth Annual Delegate Meeting Faces Important Issues

"DEMOCRACY IN ACTION" summarizes briefly the comments of numerous visitors to the fifth annual meeting of the Inter-State Milk Producers Cooperative, held at the Benjamin Franklin Hotel in Philadelphia, November 25-6. Similar comments were voiced by a large number of the delegates in attendance, delegates elected by the members of their home Locals and mirroring the thoughts, opinions and ideas of their neighbor members.

The delegates were a business-like group. They took their work seriously, discussed the resolutions intelligently, and when the vote was cast the minority acceded to the will of the majority with grace and good feeling.

The entire program went off with dispatch and on time. One factor which contributed greatly to this was the smoothness with which resolutions were handled. All resolutions received in advance were studied by the Resolutions Committee, copies were made for all delegates and the recommendations of the committee noted on each. The delegate body supported the committee in every instance of its disapproval of a resolution. It was noted that resolutions presented from the floor appeared to be less well understood and required more discussion by the delegates.

128 Delegates

The 111 Locals elected 135 delegates of which 128 were present at the first day's session and 122 the second day. In addition, there was a large number of members who attended without officially representing their Locals and several other dairy organizations from Pennsylvania and neighboring states were represented by members and officials.

During the first morning's session reports of officers were heard, including the President's report by Benjamin H. Welty; the Secretary's report by I. Ralph Zollers, he also presenting in his capacity as director of the Field and Test Department the report of that department; the Milk Producers Review, by H. E. Jamison, Editor; the Market Information Department, by F. P. Willits, Jr., head of that department; and a summary of the legal work of the Cooperative by A. Evans Kephart, Counsel.

The afternoon program was featured by a compre-

hensive report of the work of the Philadelphia Inter-State Dairy Council by C. I. Cohee, President of the Council. He was followed by Marie C. Harrington, Educational Director of the Dairy Council of St. Louis, Mo., and speaker at the women's session, who greeted the delegates and also extended greetings from the Sanitary Milk Producers, the cooperative in the St. Louis market.

O. H. Hoffman, Jr., General Manager of the Inter-

State, then gave his report to the delegate body. He outlined in detail the work of the Cooperative during the past year, recounting the 1939 annual meeting resolutions which it was impossible to fulfill, those which were executed as instructed but without the desired results, and the great body of resolutions which were carried out as instructed. This was followed by a recounting of problems which may be faced during the coming year, foremost among which are the possible breakdown of orderly marketing as a result of the decision which places handlers of milk under "consignment contracts" outside the control of the Commission as to prices and bonding, and the stand on milk control legislation which is likely to come before the Pennsylvania legislature during the session which opens in January. Mr. Hoffman's report is carried in full in this issue.

Visitors Present

Among the well known guests at the meeting who were introduced to the delegates were E. W. Gaumnitz of the Marketing Agreement Division of the USDA; T. G. Stitts, Director of the Service Division of the Farm Credit Administration; B. B. Derick, Secretary-Manager of the Maryland-Virginia Milk Producers Association who, upon request from the floor, said a few words to the delegates; W. W. Bullard, president, and H. B. Steele, secretary of the Dairymen's Cooperative Sales Association, Pittsburgh; F. F. Lininger, Vice Dean of Agriculture at Pennsylvania State College; Roger W. Corbett, Director of Experiment Station at the University of Maryland; Allan Miller of the Dairymen's League; J. Hansell French, former Pennsylvania Secretary of Agriculture; H. D. Allebach, former President of the Inter-State Milk Producers Association; and Miles

"Daddy" Willits Elected Honorary President

DELEGATES and members attending the second day's session of the Inter-State annual meeting found that sitting at the right of President B. H. Welty, was Frank P. "Daddy" Willits. Daddy was in this chair because of the honor bestowed upon him that day by the Board of Directors of the Cooperative when they named him Honorary President of the Inter-State Milk Producers' Cooperative.

To the thousands of friends of Daddy Willits in not only the Philadelphia Milk Shed but throughout Pennsylvania and in dairy and Grange circles over the entire country, this honor should come as no surprise.

It will be recalled that in 1916 Daddy Willits was the man whose imagination, enthusiasm and hard work constituted the mainspring which caused the Inter-State Milk Producers' Association to come into being. He served as its first president, turning that position over to another in December, 1921.

He continued as a member of the Board of Directors of the Association until the Cooperative was organized in 1936. He was a member of the Cooperative's original Board of Directors and at the first annual meeting was named Honorary Life Member of the Board of Directors, attending board meetings regularly.

To a great extent it was through his work and efforts that the Philadelphia Inter-State Dairy Council was organized and its early policies formulated, these policies successfully carrying the Dairy Council through two decades of work in promoting the use of milk.

Daddy Willits was also one of the men who guided the National Co-



F. P. "Daddy" Willits
Inter-State's Honorary President

operative Milk Producers' Federation in its early days, was its treasurer for several years and in recognition of those services was named, several years ago, Honorary Director for Life of that Federation.

He served as treasurer of the Pennsylvania State Grange for 26 years and in that capacity made thousands of friends among Grange members of the Keystone State.

Outstanding in his public service was his term as Pennsylvania's Secretary of Agriculture under Governor Pinchot, from 1923 to 1927. His work at that time went far in directing the future course of the work in that important division of Pennsylvania's government.

During the early years of its publication, Daddy Willits was managing editor of the Inter-State Milk Producers' Review.

import taxes on dairy products and competing commodities, also on its work in coordinated advertising programs for the dairy industry. He described changes in work of the Federation, calling special attention to its work at Congressional hearings which formerly dealt almost entirely with a few basic principles supported with economic data. Now, he said, it is necessary at many such hearings to present, in addition to the economic data, detailed scientific evidence hiring scientific experts for that purpose. All this has increased the work of the Federation.

Splendid Women's Meeting

The women's meeting this year was pronounced by many as the best in years and, in addition to the

splendid work of the Women's Committee Mrs. A. K. Rothenberger, Mrs. W. Ford Adams, Mrs. Frank C. Pettit, and Mrs. H. Wilson Price—we must thank Marie C. Harrington, Education Director of the Dairy Council of St. Louis, Missouri, for a splendid talk on "Team Work" which is a vital part of all cooperative effort. Mrs. Harrington, farm reared, has a splendid outlook on cooperation and women's place in our cooperative organizations. Her full talk appears on another page.

Mr. Hoffman also spoke briefly, telling the women that "Many cooperatives work from the inside out, rather than from the outside in as ours does. Our directors are elected in the field and as they and the delegates who elect them are your husbands, you have a great effect upon them and their ideas. Husbands need a poultice put on their bright ideas every once in a while. The Inter-State needs the sober judgment, understanding and sympathy of its wives."

Mr. Welty also made a few remarks, following which R. S. Brown, county agent from Talbot county, Maryland, sang three solos, and the meeting closed with the singing of God Bless America.

An Entertaining Banquet

Food and fun were both features of the banquet held on Monday evening. At this time Miss Josephine Andrews, Inter-State's candidate for the title of Dairy Queen and guest of the organization at the meeting, was introduced to the 478 banquet guests. The speaker of the evening was William Dern, Cincinnati, Ohio, who combined humor and philosophy to entertain and inform the audience. High light of the entertainment program was, perhaps, the quiz show at which six persons selected from the audience were offered opportunities to win prizes by answering questions put to them by Leroy Miller, master of ceremonies and also known as KYW'S Musical Clocker. The prizes were donated by sponsors of his daily radio program.

Early on the second day's program the announcement of the reorganization of the Board of Directors was made to the delegates. All officers were re-elected for the ensuing year as listed on page 2, and in addition, F. P. "Daddy" Willits was named Honorary President of the Cooperative.

The presentation of the resolutions was made by Arthur Waddington, Woodstown, N. J., Chairman of the Resolutions Committee. He handled his work ably and presented the recommendations of his com-

(Please turn to page 22)

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C. Reynolds, Denton, Md., Asst. Director
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Trenton, N. J., Phone 4083
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Wilmington, Del., Phone 2-7464

Time to Tune Up For Coming Dairy Quiz

Quiz programs are popular these days. Some Inter-State members and members of their families will have a chance to take part in dairy quizzes during the next several months, as it is planned to include this feature in the program at several of the District dinner meetings.

Details have not been worked out and probably the program will be adjusted to fit special conditions at the various meetings.

One suggestion is that the questions be based on information contained in the preceding two issues of the Milk Producers' Review. This is not a promise but a probability. Save these issues. Read them carefully and when you come out to the District dinners step forward and demonstrate how well you can do in a dairy quiz.

Agricultural Graduates Find Jobs Promptly

Recent graduates of the School of Agriculture at Pennsylvania State College have, with very few exceptions, found positions, according to a report from that institution.

This report states that every 1940 graduate in dairy husbandry and in horticulture has found regular employment, while all graduates in agricultural engineering since 1933 are reported as having found employment.

Other departments report that all except a small minority of their recent graduates are now placed in positions and it is probable that in some instances the graduates not known to be placed have returned to their home farms rather than seeking other employment.

New Jersey Boys Place Second at Kansas City

The Woodstown, N. J. chapter of the Future Farmers of America won a certificate of merit for honorable mention and a cash award from the national Future Farmers of America. This award was given in the chapter contest which was a part of the F.F.A. national convention program at Kansas City last month. The award was made in recognition of the accomplishments of that chapter during the 1939-40 period.

Additional honors also went to New Jersey members of the F.F.A. when New Jersey's milk judging team took second honors in the milk judging contest held in connection with that convention. This team consisted of Franklin Fisher and Joseph C. Pettit, Jr., of Woodstown and Harry Horowitz of Allentown. The team members were trained by their agricultural teachers—Phillip Alampi of Woodstown and Willard E. Thoman of Allentown.

Thirty states competed in this contest, with the Virginia team placing first. Of the 90 individuals who competed, Harry Horowitz was the fourth highest individual; Franklin Fisher, seventh highest, and Joseph C. Pettit, Jr., in spite of being handicapped by a cold, placed 29th.

These F.F.A. boys were driven to Kansas City by Russell Layton, Woodstown, an Inter-State member, a member of the Board of Education and past master of the Woodstown Grange.



New Jersey was represented at the national Future Farmers of America milk judging contest at Kansas City by Joseph C. Pettit, Jr., and Franklin Fisher, Woodstown, and Harry Horowitz, Allentown (front row). Their teachers and coaches are, back row, Phillip Alampi and Willard E. Thoman.

CHRISTMAS SEALS



Help to Protect Your
Home from Tuberculosis

Fifth Columnists Active in Dairy Herds

Chief among undercover elements operating as fifth columnists to undermine profits for dairymen is the Worldwide Order of Low Producing Cows. Dues in this order range from one cent to \$1.50 for each hundred weight of milk produced. In return for these heavy dues, dairymen are privileged to furnish bed and board for the member cows and perform the work of chambermaids. WOOLPC members not only charge the dairymen big dues which cancel the profits from high producing, non-member cows, but they perpetuate the order by producing heifers and training them to become active members. The WOOLPC appeared when the first dairy herds were established and has flourished since then.

The foregoing paragraph was written by Roy Cave, South Dakota extension dairyman, and came to us by way of the monthly letter to members of West Virginia Dairy Herd Improvement Associations. To this we wish to add:

Strange as it may seem, the WOOLPC and the DHIA (Dairy Herd Improvement Association) never get along together on the same farm. The DHIA is, briefly, the "G-man" whose special job it is to hunt out the WOOLPC members, show them up for what they are and send them on their way to slaughter.

The DHIA is the friend of the dairyman; the WOOLPC is the subversive fifth columnist type of enemy of the dairyman, stealing his profits and forcing a lower standard of living upon the dairyman and his family.

Stretching the truth won't make it last any longer.

Propose Amendments To Clarify By-Laws

The question has been raised from time to time as to whether a member from whom no commission is being obtained is eligible to hold office in the Locals or Districts of the Cooperative. In order to clarify this situation and to carry out the intention in the organization of the Cooperative, the Board of Directors, at their November meeting, proposed certain changes in the by-laws which would clarify these points.

These changes are being published herewith in accordance with the provisions in the by-laws for amending the by-laws and final action will be taken upon them at the next meeting of the Board of Directors, which, it is expected, will be held during the third week of December.

It was proposed that Article III, Section 1, be amended by adding at the end thereof the following:

Directors must be commission-paying stockholders of the Cooperative during their terms of service.

That Article III, Section 11 be amended by adding at the end thereof the following:

Delegates must be commission-paying stockholders of the Cooperative during their terms of service, which shall be one year or until their successors are duly elected.

That Article IX, Section 4 be amended by adding at the end thereof the following:

All such officers must be commission-paying stockholders of the Cooperative during their terms of service.

And also that Article X, Section 4 be amended by adding at the end thereof the following:

All such officers must be commission-paying stockholders of the Cooperative during their terms of service.

Fate Unknown of Cattle on Guernsey

After months of uncertainty as to the fate of the cattle on the Island of Guernsey, the American Guernsey Cattle Club finally received what appears to be authentic information from England. This report indicates that practically no cattle were removed from the island previous to evacuation by the English. Not only were the cattle left on the island but very few of the breeders who own these cattle left, they preferred to stay at their homes and with their herds on the island rather than evacuating to England.

No word has been received, however, as to the fate of the cattle on the island. It is feared that due to the shortage of feed for the cattle and of food for humans in continental Europe, many of the

This mail box stand
won first prize in the
Caroline County
Farm Bureau "Mail
Box Beautification
Contest." Standing
beside the box are
the owners, Mr. and
Mrs. T. Sidney Col-
lins, and son Ernest,
of Federalsburg, Md.



cattle will be slaughtered for meat.

American breeders of Guernseys have signified their intention of restoring the breed on the island from the pure bred stock in America should, upon cessation of hostilities, the situation on the island justify it.

Apologies to Mr. Sheaffer

We extend our sincere apology to W. H. Sheaffer, Huntsdale, Pa., for an error in the November issue of the Review. In that issue we listed the winners in the dairy cattle competition at the National Dairy Show, giving special mention to members of Inter-State and secondary recognition to other dairymen in this section of the country who also won prizes in the show ring. Unfortunately we listed Mr. Sheaffer among the non-members.

We regret this oversight, are happy to make the correction, and extend to Mr. Sheaffer our congratulations on his success at this great dairy exposition.

Clean Milking Machine Every Day

One of the rules given on page 15 of the November Review, for keeping milking machines clean, needs further explanation to prevent its being misunderstood. This rule, the fifth of the five given, stated "The milker should be completely taken apart every few days. . . . Those parts of the milker with which milk comes in contact should be taken apart and cleaned thoroughly every day. In no other way can a producer be sure that the milker is clean and that contamination of the milk from this source is avoided.

Those parts of the milker with which milk does not come in contact, that is, the air hose from the pipe line to the milker and its related parts, should be cleaned frequently, not only as a means of preventing possible contamination but as a protection to the parts themselves.

Federation Meets at Omaha

Adjustment of dairy farming to the crisis produced by war conditions, the place of dairying in the rearmament and mobilization program, an appraisal of national educational and advertising projects for dairy products and problems connected with the fixing of resale prices of milk by public control agencies will occupy the attention of America's cooperative dairy leaders at the twenty-fourth annual convention of the National Cooperative Milk Producers' Federation in Omaha, Nebraska, December 4-6.

The Federation is the largest and oldest commodity Federation of agricultural producers in America. Its sixty member groups own and operate nearly 900 dairy plants of different types. In addition its members include the principal farmers organizations marketing milk in the principal milk sheds of the nation. Its farmer membership is dispersed over forty states. For nearly a quarter of a century it has been the representative voice at Washington in behalf of dairy farmers of the nation.

This year, only a day and a half will be given to open sessions to which the public is invited. The remainder of the convention will be held in executive session with attendance limited to delegates, members of affiliated groups, their directors, officers and employees.

Another subject on the Wednesday program is a discussion of the function and service of the Dairy Products Marketing Association, which is active in the stabilization of butter prices. The problems affecting milk sheds as a result of increasing the personnel of army and navy forces, as well as the place of agriculture in the national defense program, complete the day's program.

The second day's program includes a discussion of, among other things, the educational and advertising programs designed to increase consumption of dairy products, also problems arising out of fixing resale prices by milk control authorities.

Prices Paid for 4% Milk By Philadelphia Dealers

Oct., 1940, f. o. b., city plant	
Abbotts Dairies.....	2.51
Baldwin Dairies.....	2.60
Breuninger Dairies.....	2.75
Engel Dairy.....	2.87
Gross Dairy.....	2.57
Harbisons' Dairies.....	2.62
Missimer Dairies.....	2.76
Scott-Powell Dairies.....	2.59
Supplee-Wills-Jones.....	2.56
Sypherd's Dairy.....	2.64

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.			
Class I	Class II	Class III	
Oct. \$2.85	\$1.65	\$1.21	
Nov. 2.85	1.65	1.32	

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets, as set forth in Order 48, effective February 16, 1940, are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Class III Prices—4.0% Milk

MARKET	OCT.	NOV.
All Penna. Markets	\$1.26	\$1.38
Md. & Del. Stations	1.26	1.36
Wilmington	1.26	1.36

Average price 92-score butter at New York:

	First Half	Last Half	Monthly
October	30.11	30.56	30.35
November	32.19	34.06	33.13

The October average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Dairy Short Courses

During the winter months, when farm work is slack, many farm boys, young men and even middle aged men, find it well worth while to get away for a few weeks to attend a dairy short course. Several are offered during the coming months.

Pennsylvania State College offers a 4-week short course, from January 8 to February 5, in which practical feeding and handling of the dairy herd will be the principal subjects.

Classification Percentages—October, 1940

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	70	11	19	68.5% of Prod.
Baldwin Dairies.....	74	14	12	
Blue Hen Dairies.....	68.73	8.37	22.9	
Breuninger Dairies.....	83	13	4	
Clover Dairy Co.....	75.93	11.41	12.66	48% of Prod.
Eachus Dairies.....	86	10	4	
Engel Dairy.....	92	6	2	72.43% Prod.
Fraims Dairies.....	81.47	9.65	8.88	
Gross Dairy.....	68	32		70% of Cl. I
Harbison Dairies.....	75	15	10	86.66% Cl. I
Hernig, Peter, Sons.....	37	63		
Hill Crest Farms.....	86.19	13.81		
Hoffman Dairies (Hntdn).....	34.5	3.7	61.8	
Martin Century Farms.....	86.32	13.68		77.74% Prod.
Missimer Dairies.....	82.96	17.04		
Mt. Union Dairies 1-15.....	89	6	5	
" " 16-31.....	92	8		
Nelson Dairies.....	63	21	16	
Penn Cress Ice Cream Co.....	34.4	2.3	63.3	
Scott-Powell Dairies.....	70	27	3	81% of Prod.
Stegmeier, Clayton.....	61	5	34	
Supplee-Wills-Jones.....	69.52	23.98	6.50	66.16% Cl. I
Sypherd's Dairy.....	78.1	8	13.9	
Turner & Wescott.....	75	22	3	
Walnut Bank Farms.....	73.55	6.11	20.34	
Waple Dairy.....	87.5	7.2	5.3	
Wawa Dairies.....	72	18	10	
Williamsburg Dairy 1-15.....	95	5		
" " 16-31.....	92	8		

NEW JERSEY (Percentage of Norm)

	Norm	Cream	Excess
Abbotts Dairies "A".....	100		Balance
" " "B".....	107		Balance
Castanea Dairy Co. "A".....	84	Balance	73% of Ex.
" " "B".....	94		73% of Ex.
Scott-Powell Dairies.....	100		Balance
Supplee-Wills-Jones.....	100		Balance

a Martin Century paid in October, Class I, 70.70% at \$2.79; 15.62% at \$2.98; Class II, 11.20% at \$1.67 and 2.48% at \$1.71 (Prices of 4% Grade B milk f.o.b. Lansdale).
b "A" bonus paid on 59% of norm.

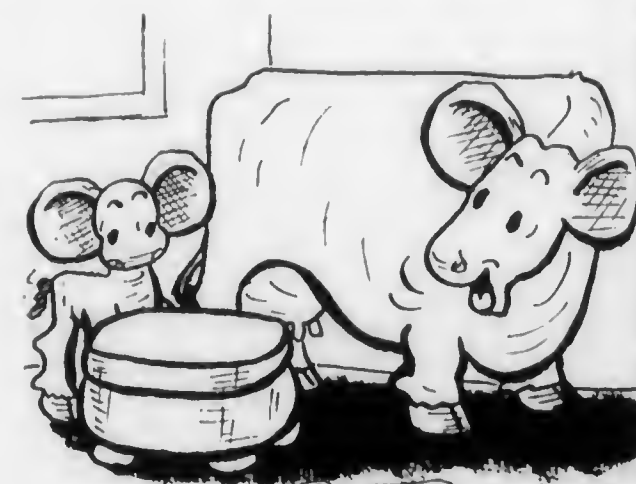
Feed Price Summary for November, 1940

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	November 1940 (\$ per T.)	October 1940 (\$ per T.)	November 1939 (\$ per T.)	% Change Nov., 1940 compared with Nov., 1939
Wheat Bran.....	31.84	29.54	30.81	+7.79
Cottonseed Meal 41%.....	39.16	36.07	40.04	+8.56
Gluten Feed 23%.....	32.32	30.28	32.01	+6.73
Linseed Meal 34%.....	33.33	32.51	45.06	+2.52
Corn Meal.....	36.41	35.63	29.87	+2.18
Mixed Dairy Rations 16%.....	34.34	32.78	33.00	+4.75
" " 24%.....	38.35	37.51	39.41	+2.23
" " 32%.....	41.04	40.68	43.48	+5.62
Brewer's Grains.....	32.99	31.02	33.01	+6.35

The following two weeks, February 5 to 19, special training will be given those who wish to be trained as testers in dairy herd improvement associations.

In New Jersey, the State College of Agriculture at Rutgers University offers a 1-week course in milk testing, which opens on February 10, and a 2-week course in ice cream making, which starts February 17. These courses are thoroughly practical and as much information is crowded into their short periods as possible.



"It's the new milking stool. Farmer Jones' wife is modernizing the farm!"

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

October Averages and October and November Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1).

Dealer	Delivery Point	Average Price October	Class I Price Oct. & Nov.	Class II Price October	Class III Price November
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.71	\$1.84
Abbotts Dairies.....	Coudersport, Pa.....	2.08	2.38	1.63	1.76
" ".....	Curryville, Pa.....	2.15	2.47	1.64	1.77
" ".....	Easton, Md.....	2.20	2.56	1.56	1.66
" ".....	Goshen, Pa.....	2.26	2.63	1.66	1.79
" ".....	Kelton, Pa.....	2.28	2.65	1.67	1.80
" ".....	Oxford, Pa.....	2.28	2.65	1.67	1.80
" ".....	Port Allegany, Pa.....	2.08	2.38	1.63	1.76
" ".....	Spring Creek, Pa.....	2.06	2.34	1.62	1.75
Avondale Farms Dairy.....	Bethlehem, Pa.....	2.05	2.06	2.85	1.56
Blue Hen Farms.....	Wilmington, Del.....	2.34	2.77	1.76	1.86
Breuninger Dairies.....	Richlandtown, Pa.....	2.44	2.62	1.66	1.79
Centerville Producers' Co-op.....	Centerville, Md.....	2.46			
Clover Dairy Company.....	Wilmington, Del.....	2.46	2.77	1.76	1.86
Duncan's Dairy.....	Springfield, Pa.....	2.55	2.98	1.71	1.84
Eachus Dairies.....	West Chester, Pa.....	2.73	2.85	1.56	1.69
Fraims Dairies.....	Wilmington, Del.....	2.54	2.77	1.76	1.86
Harbisons' Dairies.....	Brandtsville, Pa.....	2.34	2.62	1.66	1.79
" ".....	Byers, Pa.....	2.34	2.62	1.66	1.79
" ".....	Carlisle, Pa.....	2.34	2.62	1.66	1.79
" ".....	Hurlock, Md.....	2.28	2.56	1.56	1.66
" ".....	Kimberton, Pa.....	2.34	2.62	1.66	1.79
" ".....	Massey, Md.....	2.30	2.58	1.56	1.66
" ".....	Millville, Pa.....	2.25	2.50	1.65	1.78
" ".....	Sudlersville, Md.....	2.30	2.58	1.56	1.66
Harshbarger Dairy.....	Altoona, Pa.....		2.96	1.56	1.69
Hernig, Peter, Sons.....	Boiling Springs, Pa.....	2.00	2.58	1.66	1.79
Hershey Creamery Co.....	Greencastle, Pa.....	1.85			
Highland Dairy Co.....	Doe Run, Pa.....	2.41	2.85	1.56	1.69
Hill Crest Farms.....	Eddington, Pa.....	2.80	2.98	1.71	1.84
Hoffman Dairy.....	Bedford, Pa.....		2.58	1.56	1.69
" ".....	Huntingdon, Pa.....	2.00	2.70	1.57	1.69
Johnson, J. Ward.....	Woodlyn, Pa.....	2.55	2.98	1.71	1.84
Keith's Dairy.....	Altoona, Pa.....		2.96	1.56	1.69
Martin Century Farms.....	Lansdale, Pa.....	2.67	2.98	1.71	1.84
Miller-Flounders Dairy.....	Chester, Pa.....	2.55	2.98	1.71	1.84
Mount Union Sanitary Milk Co.....	Mt. Union, Pa.....	2.60	2.66	2.70	1.57
Nelson Dairies.....	Jeffersonville, Pa.....	2.43	2.98	1.71	1.84
Pebble Hill Farm.....	Doylestown, Pa.....		2.98	1.71	1.84
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.06	2.96	1.56	1.69
Royale Dairy.....	Lewistown, Pa.....		2.58	1.56	1.69
Scott-Powell Dairies.....	Clayton, Del.....	2.28	2.60	1.56	1.66
" ".....	New Holland, Pa.....	2.35	2.66	1.67	1.80
" ".....	Pottstown, Pa.....	2.39	2.71	1.67	1.80
" ".....	Snow Hill, Md.....	2.17	2.44	1.56	1.66
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.26			
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.42	2.96	1.56	1.69
Supplee-Wills-Jones Milk Co.....	Bedford, Pa.....	2.19	2.47	1.64	1.77
" ".....	Chambersburg, Pa.....	2.25	2.55	1.65	1.78
" ".....	Hagerstown, Md.....	2.19	2.49	1.56	1.66
" ".....	Harrington, Del.....	2.25	2.58	1.56	1.66
" ".....	Huntingdon, Pa.....	2.24	2.53	1.65	1.78
" ".....	Leaman Place, Pa.....	2.34	2.67	1.67	1.80
" ".....	Lewistown, Pa.....	2.25	2.55	1.65	1.78
" ".....	Mercersburg, Pa.....	2.25	2.55	1.65	1.78
" ".....	Mt. Pleasant, Del.....	2.25	2.58	1.56	1.66
" ".....	Nassau, Del.....	2.23	2.55	1.56	1.66
" ".....	Princess Anne, Md.....	2.17	2.47	1.56	1.66
" ".....	Townsend, Del.....	2.25	2.58	1.56	1.66
" ".....	Waynesboro, Pa.....	2.25	2.55	1.65	1.78
" ".....	Worton, Md.....	2.25	2.58	1.56	1.66
Swavely, H. R. Dairy.....	Pottstown, Pa.....		2.85	1.56	1.69
Sylvan Seal Milk Co. (Del. only).....	F. O. B. Farm.....	2.10			
Turner & Wescott.....	Glen Roy, Pa.....	2.39	2.65	1.67	1.80
Walnut Bank Farm.....	Quakertown, Pa.....	2.48	2.98	1.71	1.84
Waple Dairies.....	Tyrone, Pa.....	*2.51	2.70	1.57	1.69
Wawa Dairy Farms.....	Wawa, Pa.....	2.36	2.98	1.71	1.84

* The amount paid on account was equivalent to this price.

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

It Is Everyone's Job

By B. H. Welty, President

ANOTHER year has passed and we find ourselves assembled here again to discuss the problems of our Cooperative and of our dairy markets in general. This year, however, we must, in these discussions, keep in mind the world problems which are now facing us and the effect which they may have upon our own activities and work. Perhaps never before has the world at large been in such a state of strife, turmoil and uncertainty. Changes occur so fast that we know little today as to what next year, or even next month, may bring. We have all come to realize that these problems, even if international in character and centered half-way around the world from us, have tremendous effects within our own country and even in our own dairy industry.

Our present generation of Americans have been handed a country which has reached a high state of development. We enjoy conveniences and comforts undreamed of by our grandfathers, or even our fathers, when they were our age. These conveniences and comforts are available to the great majority of us to some degree at least, with little extra effort or expense. In fact, they have become so much a part of us that, despite the frequent reference to the "good old days," I am sure if we should suddenly be forced back to the standards of living of only a generation ago, a few days of such existence would convince us that, after all, today and today's difficulties are not so bad as compared with those of the so-called "good old days."

Keep Our Principles

Most of us fail to realize the difficulties faced by our forefathers in developing this country, in building its industries, in advancing agriculture to where 24 percent of the population now feeds the nation as well as did better than 90 percent in 1800. They built a government which is still able to let its citizens call their souls their own. Our forefathers laid down principles which have endured. We must keep them. We must save them from foreign aggressors or saboteurs and we must save them from the short-sighted, selfish or lazy who may be in our own midst—who may wish to take the easy and soft way out of the difficulties and, through appeasement, let our heritage be taken from us piece by piece.

The problems facing our agricultural cooperatives are much the same as those facing our national government. Although our cooperatives, as we now know them, are relatively young as compared with our nation, true cooperatives operate under principles very similar to those which our government has found so successful. We must be on the alert constantly against any influence, any "isms" which may seek to find a place in our cooperatives for the purpose of weakening them. Here again, in protecting our own organizations we must be firm and avoid appeasement.

Many of the younger generation of farmers may take our cooperatives for granted. Sometimes they are inclined to believe that perhaps we could get along very well without them. Little do they realize the study and planning by our cooperative leaders which was necessary in order to chart our early programs and which have made possible the great cooperative progress we have experienced during the past quarter century.

Each and every advance made by cooperatives has been won through hard work.



B. H. WELTY, Waynesboro, Pa.

These gains have not been thrust upon us but all too often the way for getting them has been difficult and full of obstacles even to arrest and imprisonment, on the flimsiest of pretexts, of some of our earlier cooperative leaders.

If we want to achieve our goal, which we are sure is honorable and in accordance with the truest American principles, we must continue to build sound programs, carefully planned and executed with thoroughness. There must be a oneness of purpose.

Must Prepare For Future

I said before that we scarcely know what problems the world, the nation and our own industry will face next year or even next month. In any case it is probable that when the war ends the struggle will shift from battlefields and aerial blitzkreigs to a new type of competition—a trade war of the world. The sounder position we are in should that come, the better we can meet it.

We are well aware of the time, energy and skill required to erect a building and how the cheapest labor, with a sledge hammer and crowbar, can, in a day or two, wreck the results of months of skilled work. I hope everyone here will keep that in mind, not only in considering the affairs of our own Cooperative but of every other farm organization to which you belong or may be asked to join.

There is in this country a nation-wide federation of dairy cooperatives. They have been a tremendous power and influence in

maintaining a reasonably level keel in the dairy industry. These cooperatives are in our own hands. They are remarkably free of the foreign "isms" which are adverse to the American way of life. We must keep these organizations free of such influences, free of the wreckers, who never act constructively, but through ignorance, or willfully, know and employ only destructive methods.

Our own Cooperative has been in existence long enough to prove the soundness of its policies. It is true we have not accomplished everything desired. No one is more aware of that than the management and employees—yet, when we strike a balance of accomplishments, I am sure that every fair-minded person will admit that the gain has far out-weighted the cost.

Delegates' Jobs Are Important

You delegates are our leaders—you are the main line of communication between the Directors, officers and management on the one hand and the membership on the other. Not that the two groups are apart or separated, instead, the management, for example is putting in full time on the job of marketing milk produced by members; the members are putting in full time in producing the milk they have hired the management to sell for them.

You were selected as delegates because of the respect in which your neighbors hold your ability and leadership. You are here today to study your cooperative's work and its program. You will be called upon to pass upon many phases of that program. Having done that I believe your members back home will be looking to you for news about this meeting and about what Inter-State has done and is going to do.

For those of you who are here as delegates for the first time, I want to say two things.

First:—Make it a point to inform yourself about your Cooperative—what it is doing and why it is doing it. Read the Review; go to your director or your fieldman or write to the office for information and facts. Our job as officers and employees is to serve you and to help you serve your neighbors.

Second:—Stand up and brag, yes, brag, about your Cooperative. There is plenty to brag about and we have been modest about it long enough. Go one step farther—talk back if necessary—politely, firmly and loaded with facts—make that critic understand that you are part owner of this Cooperative and that there are a lot of things about it that you are proud of. Make him want to be a part owner, too.

Many times it should prove effective with those of faint heart to count off in dollars and cents what would probably have happened if the producers were without any organization.

Membership Is Loyal

We believe our membership is strong, loyal and ready to stick together in the working out of our many problems. But there are many other producers who have stayed on the outside, watching us critically and who have not contributed at all toward the stabilizing of their own milk market. The work your Cooperative has done has helped them. We have gone through the "free trial," the "try this free sample of our work," stage and it is now time for the non-member to take stock of the benefits your Cooperative has made it possible for him to enjoy.

It seems to me that no one is in better

position to go out among the non-members than you are, the delegates and other members of the Cooperative. It is a peculiar trait of the average American to give full credence to a remark made by a person when he knows that there is no pay connected with it, and to discount exactly the same words if he can in any way connect the person's job with the making of the statement. In other words, if you as a member give your own Cooperative a boost it bears a lot more weight with a non-member than for a fieldman, a director or any other officer or employee to make the same statement. Your neighbor knows that any axe you might be grinding is no different than his own axe.

A member obtained through the friendly influence of his neighbor-members is likely to be loyal because he joins of his own free will. He will be a member in spirit as well as in name. But a producer forced into membership against his will does not acquire the Cooperative spirit and the organization will be weakened to that extent because that member is not, in his heart, really a part of the Cooperative.

Give Accurate Information

If farmers are business-minded, and I believe a great majority of them are, I can not help but feel that if properly approached and given accurate information about the work of the Cooperative by those who have similar interests, a great majority of the non-members will be glad to join with the rest of us in working out the problems of our great milk market.

First, there are some who object because of the cost of the Cooperative, which, as you know, is four cents per hundred pounds of milk, or approximately two percent or less of the total value of the product. A part of this will eventually be returned to the members as a patronage refund. I feel

that we have proven, over a sufficiently long period of time, that the return our members get from the organization is many times this small cost. However, if we have not given value received in dollars and cents we don't deserve to exist. If we have done so, but these non-members fail to recognize that fact, then it is our job to prove that we are worth our cost—and more.

There is a second group of producers who just won't face facts. In this group we find those who believe that things just happen and that, regardless of the efforts of organized groups, little or no influence can be exerted towards improving conditions. It seems to me that facts and more facts presented forcefully and repeatedly will go far in convincing those non-members who may fall into this category.

Many-Sided Job

Third, there is that group who are not aware that the marketing of milk is a many-sided problem. Frequently members of this group are interested in one special idea and to their minds a cooperative succeeds or fails according to whether that one program, however large or small, is or is not put into effect. With this group it is again a case of giving them facts and more facts and repeating this procedure until they are convinced that milk marketing is a many-sided problem and, after all, the side that is temporarily farthest from us may be as important as the side that is closest to us.

Fourth, we must acknowledge that a few producers, because of their location or special situation, are able to get better-than-average markets. Such producers are the exception rather than the rule, and even though their special market may be better than-average, the success of that market rises or falls with the welfare of the market as a whole. Such producers are given the market protection that only an effective

cooperative can provide. We feel again that if those men are given the true and complete facts such producers will have to admit that the cooperative is of benefit to them and that they should belong to it.

Fifth and last, there is that small minority whom we might call chronic "hitch-hikers," who do not hesitate to take advantage of anything and everything that the cooperative or any other organization in the community might do and who feel it is smart to be able to get out of paying their share of the load. The golden rule just isn't a part of their make-up. Frankly, I feel that perhaps a cooperative is better off with that minority outside rather than inside. Nor can we let the presence of these incurable hitch-hikers spread to others because the fewer the cash customers the higher the fare—no cash customers, no bus at all. Because a stowaway gets his ride without a cash outlay is no reason why we who are paying our passage should sink our boat in the middle of the sea in order that the stowaway can't complete his stolen ride.

See Non-Member Neighbors

I hope each and every member and delegate here will, when he goes home, check over the list of producers in his community who are not but should be members and put into effect at once a program of education, giving these non-members the facts about Inter-State bit by bit, and it won't be long before the big majority of them will be faithful and loyal members, making a stronger organization with greater influence in the milk shed and able to do a better job for all of us. Remember that any efforts that you may make in this respect, though donated and free at the moment, will be a definite help to you through making your own organization stronger and more effective.

The Co-Op In the Field

I. Ralph Zollers, Director of Field and Test Department

THIS is a twelve months' report, covering the fiscal year of the Cooperative's field activities from September 1, 1939 to August 31, 1940.

I must again repeat what I have many times said, that the Field and Test Department is, I feel, one of the most important departments of the Cooperative. It is through this arm of the organization that the membership is contacted. It is also through this arm of the Cooperative that our membership generally contacts the Cooperative.

One of our field representatives, Mr. Herbert T. Borden, who was also Market Manager of the South Jersey Secondary Market, resigned during the year—his resignation becoming effective February 1, 1940. Some months

prior to that date, the Centerville Milk Producers' Cooperative had employed a man to do inspection work and on February 1st, 1940, this inspector, Mr. Louis F. Tomey, was taken on in the Field and Test Department, on a half-time basis, still continuing the rest of his time in charge of quality control work for the Centerville Milk Producers' Cooperative.

We have nine full time employees and three part-time men. However, one of these three men is spending all his time either for the Inter-State Milk Producers' Cooperative or the Centerville Milk Producers' Cooperative. This gives us twelve representatives in the field.

This year again, we check-tested for our

members, making 39,644 butter-fat tests in addition to hundreds of individual herd tests being made during the year. We plan to check-test composite samples at each milk plant at least six times a year. During the year we had 125 test corrections, which when compared with the number of tests made shows that irregularities are few and far between. However, we certainly do not believe the check-testing service should be eliminated.

In all instances where we found a variation in butter-fat test of more than two-tenths of one percent (.2 of 1%) the correction was made by the buyer of milk.

Check Tests, Weights, Valves

Each time when our representative goes to a milk plant to check-test, he also checks the accuracy of the scales and the condition of the weigh tank and outlet valves. If anything is found wrong the field representative reports it immediately and an adjustment is asked for.

Our men checked at milk plants 517 times during the year.

During the year we made two 15-day check-ups on butter-fat tests at two different milk plants to find out if there is a variation in fresh samples versus composites, but more especially to demonstrate the value of carefully preserving composite samples. We feel that in all instances the composite samples should be refrigerated in order to keep the samples in proper condition to be tested accurately. We hope to have our Creamery Inspection Laws revised to take care of any existing irregularities.

Help Find Causes of Trouble

Besides checking individual herds for butter-fat content, we also tested hundreds of cows for the presence of mastitis or udder trouble by the Brom Thymol test or by microscopic analysis. By so doing we have often helped our members find the cause for rejected milk and assisted them in eliminating the troubles.

Many times during the year our fieldmen were called by members who were dissatisfied with their milk market. After careful analysis of the dissatisfaction, steps were taken to correct the conditions.

One hundred sixteen meetings of Locals, in addition to many district meetings and a great many other types of meetings, were attended by our men throughout the year.

Each of our field representatives has an assigned territory in which he is responsible for the field work. During the past year, our men have made a special effort to call on as

many of the membership as possible, making 16,345 such calls. However, we do not want the members to wait until the field representative comes in to see them—if you have any problems that are disturbing we want you to get in touch with your fieldman immediately. I am sure by this time you all know who he is and how he can be reached.

Five Secondary Markets

We again operated in five secondary markets during the year on the same type of program we had in previous years. Each secondary market has an executive committee which meets at regular intervals and these meetings are usually attended by some officer of the Cooperative.

Throughout the year our men were called upon many times to help in transferring members to other milk markets in cases

where their old market no longer could use the milk. I believe that in practically every instance where a man lost his milk market through no fault of his own, the Cooperative was able to place his milk in another market.

Many of the milk truck routes have been re-routed through cooperation between the truckers and ourselves so that hauling has been made more convenient for the shippers. In several instances, trucking rates were reduced.

During the past year our field representatives signed up 443 new members. This was an 18 percent increase over the year before. The work of signing up members becomes harder each year. We would urge that the present membership help our representatives to get additional men into the Cooperative. We need a larger reserve to make the insurance of a milk market

stronger. This may be accomplished by an increased check-off or by more members. I believe we should try the latter first and try to get more members.

With the Young Folks

In order to carry out the principles of the Cooperative along the line of helping the boys and girls of our communities, our men have been taking a very active part in F. F. A. work and in the 4-H Clubs. Oftentimes they appeared before classes and gave talks on milk production and milk marketing. They have attended demonstrations and helped in every way possible to make the meetings successful.

The field representatives of your Cooperative are always ready to help you and I hope you will arrange during the coming year to get even better acquainted with them and find out what they can do for you.

The Secretary's Report

I. Ralph Zollers, Secretary

THIS report covers a period from September 1, 1939, to August 31, 1940, which is the fiscal year of the Cooperative.

The announcement of the election of Directors whose term expired November, 1939, was made at the delegates' meeting in Philadelphia November 28, 1939. The following Directors were elected for a term of three years:

District 2—Frederick Shangle
District 6—Fred Bleiler
District 11—E. M. Crowl
District 16—M. L. Stitt
District 17—Joseph S. Briggs
District 20—Kenzie S. Bagshaw
District 22—A. R. Marvel
District 26—D. E. Witherspoon

The Board of Directors met for re-organization on November 29, 1939, and elected the following officers:

President —B. H. Welty
Vice President —A. R. Marvel
Secretary-Treasurer—I. Ralph Zollers
Assistant Secretary—H. E. Jamison
Assistant Treasurer—F. P. Willits

At the same meeting the following members of the Board of Directors were elected to the Executive Committee:

Kenzie S. Bagshaw Chas. R. Hires, Jr.
Ralph E. Bower J. D. Reynolds
B. H. Welty J. W. Keith
Howard W. Wickersham

The Executive Committee elected Howard W. Wickersham as its Chairman.

Meetings Held Regularly

During the last fiscal year the Board met in regular session eight times. The Executive Committee held six regular meetings and one special meeting. The attendance at both the Board meetings and the Executive Committee meetings was nearly 100%. The regular meeting time for the Board of Directors was the third Thursday of even numbered months and the Executive Committee met the third Thursday of odd numbered months. Some of the Board of Directors' meetings extended over a two day period while some of the sessions were completed in one day.

In August the Board of Directors and many of our members were saddened on hearing that John D. Reynolds of Middletown, Delaware, Director representing District 9, had passed away. The Cooperative membership and the entire Cooperative movement lost through the death

of Mr. Reynolds a faithful worker. Upon the recommendation of the delegates of District 9, Mr. Leslie Ford, Newark, Delaware, was chosen to fill the unexpired term of Mr. Reynolds.

The number of accepted marketing agreements on August 31, 1939, was 8,446, while on August 31, 1940, it was 7,215. This was a decrease of 1,231 and is largely due to the fact that at that time there were still on the membership rolls most of the members who had gone out of the dairy business since the Cooperative started operations or were shipping to buyers with whom the Cooperative was not able to work out plans for rendering the regular membership service or who did not deduct commissions. The by-laws provide that steps may be taken to redeem the stock, which includes membership, of any stockholder who has paid no commission over a period of twelve months and if the member does not then send in his stock for redemption his stock may be automatically cancelled and his name dropped from membership. This elimination of members who were no longer paying commission was carried out early in the past fiscal year and is now being done from month to month.

During the regular withdrawal period—from February 1 to 15, as established by the by-laws—requests for withdrawal were received from 306 members. Some of these members would have been automatically dropped because they were out of the milk business but others were members who definitely wanted to withdraw. Before April 1, the effective date of these withdrawals, 29 of these requests were recalled by the members who made them, the actual number of membership withdrawal cancellations being 277.

Activities In Locals

There were 111 constituted locals in the Cooperative at the close of the fiscal year, each with twenty-five or more members. We have two less locals than a year ago, due to the fact that two locals were combined with other locals in their particular districts because each had dropped below the minimum of twenty-five members required for

a constituted local. During the year several memberships were transferred from one local to another because members moved into other territories. It is always the intention of the Cooperative to have members of the Cooperative assigned to the local nearest their location.

During the past two months all of the locals have held local meetings. These meetings constitute the true Annual Meeting of the Cooperative. At these meetings the locals elected their local officers and delegates. The total number of official delegates elected this fall by all locals of the Cooperative is 135. In some of the districts the locals held combined meetings which proved very satisfactory. At the local meetings the financial report of the Cooperative was explained and the year's activities of the Cooperative were discussed. Whenever possible, these meetings, as well as other meetings held throughout the year were attended by some officer of the Cooperative. We again want to urge the importance of holding meetings of the locals at least three or four times each year. Make the program interesting and get the members out so that they can familiarize themselves with market conditions.

Seven Directors Elected

The terms of directors in seven districts expired at the time of this Annual Meeting. In each of these districts the newly elected delegates met and organized and in each instance elected a director for a three-year term, the new term in each instance starting at this meeting. In six districts the director was re-elected and in one district a new director was elected. The following named directors were elected in these seven districts:

District 5—J. W. Keith
District 8—Furman H. Gyger
District 10—Ralph E. Bower
District 13—Harry B. Stewart
District 19—John Carvel Sutton
District 21—Coy E. Mearkle
District 23—Chas. R. Hires, Jr.

During the past year the Cooperative has continued to carry out activities started in the previous year and engaged in other activities not entered into before.

During the past year one buyer of milk has been signed up on a full supply contract. More buyers are paying the Cooperative in a lump sum for the milk purchased from members of the Cooperative and the Cooper-

(Please turn to page 23)

Debits — Credits — Plans

By O. H. Hoffman, Jr., General Manager

SINCE I have been working for you men, it has been my custom in my annual report to you, first, to recount to you the things which the Cooperative has not accomplished during the year, and which we had hoped we might have accomplished. Following this I have attempted to outline a few of the things we have gotten done and then finally have discussed the problems ahead of us. I have followed this habit meticulously because it seems to me that in an organization which is operated from the outside in, as is Inter-State, there must of necessity be a very complete and open accounting of these matters if the Cooperative is to continue to operate on sound, progressive lines.

The Debit Side of the Ledger

First of all I want to take a look at the resolutions of last year and see with how many of them we were unsuccessful. Twenty resolutions were passed by the delegate body last year and of these, your wishes were carried out in every case except three. These three were, (1) the securing of daily weight slips for producers, (2) the notification sixty days prior to requirement of any additional health regulations and (3) the publication and mailing to each member annually of all sanitary requirements of the markets in which his milk was sold. The others, I believe as far as the resolutions went, were carried out although in at least two instances nothing was accomplished as a result of them.

Reviewing these briefly, every attempt that seemed either possible or wise was made to secure daily weight slips. The arguments we met were that many producers did not want them, that more than one weight slip came floating back in the next day's milk, and finally that it was against regulations to put them in the cans, yet putting them in the cans was the only sure way of getting them back to the producer. We did accomplish this for the producers of one buyer, however, and in the case of another buyer from whose producers this request specifically came, there resulted a change in the type of his semi-monthly weight slips which has been very advantageous. In addition, we believe that we have made some progress toward ultimately securing daily weight slips for such producers as might specifically request them. That, however, is in the future and not a guarantee at this time.

Since last year there have been only two major cases of additional health requirements on the part of our purchasers. As soon as we learned of them we got busy and through our efforts secured the cooperation of the buyers in materially reducing the extent of the demands.

In the matter of the publication of the sanitary regulations to be mailed once annually to every producer, this recommendation to the Board of Directors frankly was not carried out, principally because of the expense involved. Besides there was very little change in the health requirements during the last year. However, where any change has arisen, Inter-State has secured for its producers the details of the requirements involved.

Resolutions Carried Out

I said that two other resolutions were carried out as far as Inter-State was concerned but without success as to final outcome. These had to do with, (1) the appointment of the third member to the Pennsylvania Milk Control Commission

and, (2) the dissemination of market information on the part of the Milk Control Commission. The instructions in both of these resolutions were promptly carried out, both the Governor and the Commission being informed of the wishes of the delegate body. Unfortunately however, for some reason which we do not understand, neither has there been a third member appointed to the Control Commission nor has the promised data yet been periodically released.

Finally, we have not been able to secure for our producers the prices specified by the Commission in every one of its areas. In Huntingdon our producers have received less than the prices specified by the Milk Control Commission in its orders. This condition existed prior to my coming here and has continued ever since. So far it has been an impossibility to get anything done in this matter. Also, and this happened since the end of the fiscal year in certain areas immediately adjacent to Philadelphia, there have been several instances of the producer price sagging slightly, without either approval or action on the part of the Commission.

That is the red side of the ledger.

The Credit Side of the Ledger

It is now time to examine the credit side. During 1940 Inter-State, generally speaking, maintained both the stability and the price structure of the markets in which it operated. The exceptions to this I have just cited. There is no question but that we were helped by the fact that local production and consumption were more nearly in line with one another than they were in either 1938 or 1939. However, at that, Inter-State in one way or another settled for some 26,000,000 pounds of milk either with producers or with dealers, every pound of which was a factor in both the stabilization of the market and in the maintenance of our price structure. A good portion of this, as those of you who heard the financial statement explained recall, was milk purchased by dealers who paid the Cooperative directly, the Cooperative then repaying its members. I want to say here that, in every case in which Inter-State has sold the milk of its producers on this basis, this has been done in the interest of market stabilization. We have not sought after this business and have only done it in those instances where it was of advantage to the market structure as a whole to do so.

A portion of this 26,000,000 pounds was milk which we moved for our approved

buyers, almost invariably into a higher classification. In doing this, again we were motivated entirely by the desire to stabilize our market, keep the milk moving and maintain our price structure. As a result of these activities the volume of actual homeless milk handled by the Cooperative this year was considerably less than it was a year ago, and thus the reserve fund has been permitted to grow rather than to be depleted.

We have generally received a considerably greater degree of cooperation from our buyers this year. Almost without exception they seem to have recognized that Inter-State, while always standing firmly on the matters of fair treatment and a reasonable return for its producers, is entirely willing and anxious to do its part in the maintenance of market stability. This cooperation has been exceedingly gratifying to us and I want here publicly to express my appreciation for it. This goes for dealers both large and small.

Last year at the Annual Meeting I told you that shortly after the end of the fiscal year we had found a fluid market for the milk at Centerville.

Progress at Centerville

You should know the mechanics of the Centerville operation and I am now going to recount them briefly for you. The Centerville plant itself is owned outright by the members of the Centerville Milk Producers' Cooperative, each one of which is also a member of Inter-State. Those members have their own money invested in their plant, and they financed the business without recourse to any but local lending agencies. They are reducing their indebtedness regularly, and their financial structure is in excellent shape. The Centerville Cooperative has its own President and Board of Directors and I want to say that their Board under its first president, Mr. Oliver Jones and its present president, Mr. Royden Powell, has done a fine job for which the members deserve the appreciation of all of us. In addition to their marketing agreements which the Centerville members have with Inter-State there is also an agreement between the Centerville Cooperative and the Inter-State which authorizes us to manage the plant and sell their milk for them. Under this arrangement we have Mr. Dan Everett, responsible for the Centerville Receiving Station, Mr. Louis Tomey, spending half of his time in quality control work and Francis Willits, of our own staff, in full charge, with the Centerville Cooperative paying us for this service.

I have taken a considerable amount of time to discuss the Centerville situation. I have done this purposely because I am convinced that the conduct of this affair has had great bearing on whatever respect and prestige in which we may be held in this market.

There are other things on the credit side of the ledger of Inter-State: there was the handling in New Jersey of a bankrupt dealer and his producers to the end that a minimum of money was lost from your reserve account and a maximum of goodwill preserved for the Cooperative; our first full supply contract was entered into and, so far, this arrangement has worked out with apparent satisfaction to both the producers and the purchaser of the milk; the Field Department has increased its sign-up more than 18 percent over a year ago; last but far from least, in my

judgment, on the credit side of the books is the greatly increased number of District dinners held last Winter in Inter-State territory. I know of no single activity of the Cooperative which has served so well to draw our people together and get them to understand what Inter-State stands for as the District dinner, and when I speak of District dinners, I must include in the same category the perfectly grand picnic which the Chambersburg district held at Cowan's Gap last Summer. To my mind that was by odds the best farm picnic I have ever attended.

In looking over the credit side of the ledger what it chiefly adds up to is the maintenance of our price structure and the improvement of our cash position. Whatever we have done has been in the nature of keeping things from happening rather than cleaning up messes after they have occurred. I have said in the Local meetings that the business man who goes quietly and conservatively along in his county rarely makes the headlines in his county newspaper, but once he commits a crime or goes bankrupt he immediately makes the front page. Inter-State has not made the headlines in 1940, thank goodness. She has, however, conducted her affairs as any conservative God-fearing, sober minded member of Inter-State would want to operate his own business. She has kept a maximum number of business friends, sold her year's crop of milk at prices which while by no means too high, have, comparatively speaking at least, been by no means low, and when the year ended she had more money in the bank than when she started.

An Adequate Reserve Of First Importance

I wonder if you delegates realize how serious this matter of increasing our cash position has been. Four years ago you men had the courage to revamp your old association along more modern lines, among other things insuring yourselves a market. No more had you done this than a combination of circumstances conspired against you and a period of high production caught you attempting new things, the purposes of which your buyers were none too certain about. Two years ago, in September of 1938, you had less than \$4,000 with which to fulfill your market guarantees. This amounted to about fifty cents per member and would have paid each member for only about 2½ gallons of milk. Yet you had the courage to go on; you increased your commission from three cents to four cents; and although your backs were against the wall you stood solidly in support of your Cooperative. Now, 24 months later, you have increased that cash position many times over.

I want to observe here that, first of all, to improve your cash position so greatly within 24 months has called for the most careful management on the part of your Board of Directors and the office. More than once a slight error in judgment easily could have upset the apple cart and cost us thousands of dollars. Also in this effort to make us financially stronger, it has been necessary to leave undone many things which we would have liked to accomplish. In fact every single move that has been made by the Cooperative, before taken, has been analyzed in its relationship to its cost and its ultimate advantage in those two great questions of producer price and cash position. Finally, in this connection I want to observe that while we are well off when compared with two years ago, we are comparative paupers when compared with certain other cooperatives with which I am familiar, one cooperative having, to my knowledge, approximately \$400.00 net reserve on hand



O. H. Hoffman, Jr., General Manager of the Inter-State Milk Producers' Cooperative

for instant use for every average producer.

Bear this in mind, with respect to this business of the reserve: it is set aside for just one purpose, the protection of our markets and our producers who lose their markets through no fault of their own. In more instances than one this has called for an interpretation so strict as to seem severe, but to my mind we have no other course to follow than this, the money being your money and set aside by you for what amounts almost to a sacred trust. In this connection I want to observe that probably our greatest single loss in membership last year came as a result of our very proper refusal to pay an influential member for the loss he sustained directly as the result of his own doing. To my way of thinking, though, that loss was gain when compared to the loss we would have sustained in our self respect and in further claims against the reserve based on that precedent had we paid him your money not justly due him just to keep him from attempting to harm us. And so having summarized the credit side of the books, let us now have a look at what the future may hold in store for us. Maybe I am a pessimist, but I am none too happy about this future. There are facing us two certain and very serious problems, neither one of which gives any cause for anything but concern.

"Consignment" Endangers Market Stability

FIRST is the very upsetting matter of the consignment decision rendered several weeks ago by the Supreme Court of the Commonwealth. You are all familiar with the details of this and I will not go into them beyond saying that according to this decision it becomes perfectly legal for any buyer of milk to pay any price which suits him and legally secure all the milk which producers will turn over to him at that price. To this add the fact that he can also go unbonded through this simple procedure of changing this operation from one of purchase to one of consignment. At the same time this is going on, however, the Commission is still required by law to maintain for this "consignee" a resale price structure, since as yet no lawyer has been clever enough to devise a plan whereby a parent can enjoy the same advantage and act as "consignee" rather than purchaser of milk and thus get milk more cheaply for his offspring.

To my way of thinking this decision can result in nothing short of chaos in our markets. I do not look for this chaos to show itself until after the first of the year, but how it can be avoided once the supply of milk again grows more plentiful is beyond me. It is my conviction that the great majority of our buyers have never wanted to see this consignment business made legal and outside the law. However, it seems to me that ultimately it practically will be an impossibility for them to avoid either going on consignment themselves or securing their milk in some other fashion at a lower price now that consignment has been legalized by the highest Court of the Commonwealth. It appears to me, too, that the gentlemen who first conceived this scheme for restoring open competition to the milk business possibly failed to see how completely this competition was being restored, for undoubtedly, just as a milk dealer may, under consignment, enjoy immunity from both the price fixing and bonding provisions of the Act, so too may the wholesale purchaser of milk do his part to restore the old law of supply and demand through taking advantage of the same decision and acting not as purchaser of milk from his "consignee" but as a second "consignee" of that milk. And if the wholesalers can evade price fixing while others are held bound to the retail prices fixed by the Commission the chaos will be still more complete.

I am not one to argue whether consignment be bona fide or whether it smacks of subterfuge. Even the learned Court did not agree on that. So far, however, I must confess that I have seen none of the advantages of consignment accruing to the producer. Quite on the contrary, apparently, the only thing which the producer has gotten out of this business of holding title of his own milk until his "factor" has disposed of it has been the dubious one of seeing this "factor" return him only whatever price the "factor" may determine upon.

Dubious Benefits

Remember, I have said that I do not believe that the great majority of our buyers want to enjoy the dubious benefits of consignment. They have horse-sense enough to know that the thing can only lead to a breakdown of their markets and a subsequent loss to themselves. However, do not for one moment forget that the milk dealer has his business to look out for just as you and I have and, once he has his plant put up and his machinery turning over, he survives and thrives just in such measure as he is able to hold his volume in line with his normal capacity and buy as cheaply as his competitors. It will not take many consignees of milk in the soundest market in the Commonwealth, whether they be processors or stores, to compel the balance of the field to meet the competition.

I say I am deeply disturbed. To my way of thinking, this is the most serious business which has faced our milk producers since I have known the Philadelphia market. I am not going to discuss the decision except to say that most of the state milk control acts, as now written, would be rendered impotent if subject to it. However, I do want to make a few remarks on the cure which the judges hold out. According to them the Legislature is shortly about to convene and our job is to go before that Legislature and have the word "consignment" included in the activities of a milk dealer amenable to the price fixing and bonding requirements of the Act.

Some Legislative Difficulties

On the face of it, this sounds like a simple business. However, if we look at this matter realistically we find that first of all we have a lower house which is Democratic

and an upper house which is Republican. On top of this we find producers generally divided into at least three schools of thought in the matter of milk control legislation. First there is the group which is in favor of the elimination of all control, second there is the group which is insisting that Pennsylvania adopt a Noonan-Allen Act and third there is the group which wants the present Act left alone so far as possible. In addition to these factors, there are the distributors in the Commonwealth who doubtless find themselves likewise divided into three schools, one in favor of the Act as it was before consignment was conceived, a second, lusty in their praise of their new conceit, and a third who are for the eradication of control and all its work.

Added up and coolly surveyed, it appears that the insertion of the word "consignment" into the Act will be considerably more than one day's business in Harrisburg.

Milk Control to be Vital Legislative Subject

And this leads us to the consideration of the second of the two major problems with which we will be faced in 1941. As you doubtless know, two years ago there was set up by the Pennsylvania Legislature a commission consisting of three men, the Attorney General, the Secretary of Agriculture and the Secretary of Health, whose duty it is to recommend to the coming legislature changes in milk control legislation and various groups in the State have been requested to report to this commission their desires with respect to control.

So far Inter-State has made no report. This consignment decree, however, has greatly tended to crystalize our thinking on this subject.

You remember that two years ago, in those hectic, final days of the last regular session of the legislature, it was proposed that the present Act be done away with and there be substituted therefore a type of "permissive" legislation known in New York first as the Rogers-Allen Act, and later as the Noonan-Allen Act. At that time Inter-State was obliged to take the position that the substitution of any new and untried act for the present Milk Control Act would serve no good purpose and, alone and unassisted, except for our producer friends in this area, we had to take the brunt of the fight. Inter-State based its position on three major premises.

First of all, the Pennsylvania Control Act at that time had cleared both the Supreme Courts of the Commonwealth and of the United States. Second, "permissive" legislation had not yet been completely upheld in either the Federal or New York state courts. Third, Inter-State felt that certain aspects of the Rogers-Allen Act, while doubtless satisfactory for the state of New York were cumbersome, expensive and unnecessary as far as this Commonwealth was concerned and in addition would tend to deny our smaller markets of practically all protection in the matter of price fixing.

Must Consider Legislation

SINCE the close of that period there appears a little question but that certain people, particularly in the northern part of the Commonwealth, continue to favor the substitution of such a type of milk control. Their chief arguments seem to be that "permissive" legislation of this type is a more democratic form of control than the mandatory sort which we now have, and that the New York market has been stabilized under the operation of the present New York act,—when actually the burden of this stabilization has been almost entirely carried by the Marketing and Agreement Act of the Federal Government.

Since the Legislature will convene in the early part of 1941 I feel it will be necessary for us here today to give

consideration to this matter and the position we are to take in it.

First of all, I am afraid we are only kidding ourselves in our belief that "permissive" control, which provides for the application of control only following the vote of producers, is a more democratic process than mandatory control. The theory is good but, practically speaking, I do not know of a single case in the United States in which milk control has ever been voted out by the producers. Also, decrees of several of the courts to the contrary notwithstanding, there still exists in the minds of many men

What will happen next in our milk markets is a guess. Recent developments point to possible trouble when the Spring flush arrives. Read on these pages Mr. Hoffman's discussion of "consignment", milk control legislation, and other subjects which may vitally affect our milk business.

the question as to whether any program which is to be invoked upon one group of people through the vote of another group of people is, in its final analysis, a particularly democratic process.

Second, the day has gone by when it is possible for any commission, board or administrative body to allow producers and dealers to bargain and then legalize the result of their bargaining efforts by law. Milk prices, in fairness to the producer, distributor, consumer, and last but not least, the legislator who was responsible for enacting the law, must be prices which have been arrived at in a free and open hearing, not prices which have been traded out over a table.

Third, the states in which "permissive" control obtains are less in number than those states in which mandatory control is in force and the trend has been away from rather than toward "permissive" control.

Constitutional Status Important

Fourth, even though the courts of several of the states, and the Supreme Court of the United States, have upheld the constitutionality of "permissive" milk legislation, the fact clearly remains that the Supreme Court of the Commonwealth has never yet upheld "permissive" milk legislation in this state. Also there are the actions of the States of Washington and Maryland as precedent for not upholding "permissive" milk control legislation.

Finally, neither producer nor dealer bargaining agencies are in any wise, necessary parts of "permissive" legislation. As a matter of fact, the only state in the United States which provides for the establishment of any such agencies is the State of New York. I have understood that there was some reason for their establishment there but apparently no other state in the entire Union has provided such an arrangement and certainly the Federal Act, which is generally regarded as one of the most flexible of all permissive milk control acts, says nothing whatever about them.

It appears to me too that here, the minds of many people are confused. One hears a great deal about the success of milk control in the New York area and, within the Commonwealth at least, one gets the impression that a great deal of this success is due to the presence of the bargaining agencies which the New

York law requires to be set up prior to price fixing. As I say, these agencies do exist in the New York market but they exist there not by virtue of any provisions therefor in the Federal "permissive" Act, but only due to the fact that they are provided for under the New York Act. At the same time, however, the Dairy Division of the United States Department of Agriculture is successfully administering orders in the markets of Boston, Washington, Chicago, St. Louis, Cincinnati, Omaha, Kansas City, Sioux City, Louisville, New Orleans and a number of smaller sales areas where neither producers nor dealers are obliged to go to the additional expense of the support of a bargaining agency, and where producers are represented entirely by their cooperatives.

Bargaining Agency Not Needed In Pennsylvania

WE are members of the New York Metropolitan Co-operative Milk Producers Bargaining Agency and as members we pay into the Agency 4/10 of one cent per hundredweight for all milk sold in the New York area by our Lancaster producers. In return, because we are a bargaining cooperative, we receive one cent on that milk from the Market Administrator in New York. This one cent, however, does not come from the Market Administrator himself nor from any Federal fund. It is paid directly by the producers in the New York area, just as two and one-half cents is paid to those cooperatives which issue checks and as five cents is paid to those cooperatives which operate receiving stations. These monies are all taken from the pool before the producer price is arrived at.

Boiled down in its final essence, were a similar producers' bargaining agency required by law in the Philadelphia area, which would be on the same basis of cost as the New York bargaining agency, it would mean that Inter-State's members alone would have to pay nearly \$25,000 a year to a new agency to represent them at milk control hearings, a job which it seems to me that Inter-State itself should do. Certainly our producers would not be expected to look kindly on a movement on our part which would foster the establishment of another overhead agency, costing them 20 percent of what the total operation costs of Inter-State amount to. I do want to say in all seriousness that I for one do not care to take the responsibility of imposing any such additional machinery, with its attendant expense, upon the producers of our cooperative. And I question whether, on sober thought, the legislators of the Commonwealth care to take the responsibility of requiring the establishment of such an expense on these producers within the state who desire the benefits of price stabilization.

You know, down in Baltimore, the Baltimore Evening Sun, leading afternoon newspaper of the City, for a number of years has conducted a facetious "There Ought to be a Law" column and whenever a citizen writes in to the Sun-paper, proposing this or that alleviation of human ills through legislation, the letter promptly appears under the "There Ought to be a Law" heading.

I mention this because I believe that we too often become a little confused between legislation and the administration of legislation. It is one thing to have a good law, quite another to have it well administered. Under the best of acts "permissive" or otherwise, milk control under which administrators are biased, slack—or, worst of all, who have their hands tied, can be a curse to the industry. Milk Control honestly, efficiently and knowledgeably enforced, however, can be of enormous help to producers even though the act be not perfect.

TAKING a look at mandatory control for a moment, we find that its chief advantages are that it is less liable to legal attack; it can generally move more swiftly; the theory back of it appears generally more fair to an outsider and, other things being equal, it has come in for less of court attack. Generally speaking, anything can be done under mandatory control that can be done under "permissive" control.

Its chief disadvantage is the fact that the authority to invoke the control rests entirely within a quasi-judicial body rather than with the producers themselves. Incidentally, though, I have seen times when producers were all too happy to hand this hot potato over to a control agency.

I have discussed briefly "permissive," and mandatory control. I want now to make an observation which to me is the meat of the coconut. To my way of thinking, whatever good is to be accomplished from milk control comes far more through the just, knowledgeable and strict enforcement of orders soundly arrived at than through any mere magical abracadabra of legislative pronouncement.

Real Test of Control Is in Results Obtained

This brings me to the next point of my thinking. It has been our experience in the Commonwealth that under the present Act, our members, generally speaking, have not been concerned about the theory behind the Act half as much as they have the returns as a result of the Act. Their souls have been untroubled by theories and their concern has had to do rather with the practical things of life—and this is as it should be.

Generally speaking, I believe that they have been satisfied with the orders of the Commission. However, in more cases than one they have been extremely dissatisfied with the inability or the failure of the Commission to enforce completely the orders issued. And this is in no wise to be taken as a criticism of either of the Commissions with which I have had any experience. Both the three-man Commission headed by Howard Eisman and the two-man Commission headed by John McKee, I have always found fair, honest and industrious in their attempts to secure the best in milk control for producers. I have never once found either Commission guilty of attempting to create any bureaucracy or taking over any of the functions of the Cooperative. However, from the time of the inception of the present Act up until about the time of the present administration, you will recall that the Commission was obliged to devote a great portion of its time to fighting for legal recognition in the Courts. This finally culminated with the Eisenberg case and then the establishment of the legality of the bonding provision in the Act. In these fights incidentally, Inter-State was obliged to take a considerable and expensive part.

It was about this time that John McKee took over, and during his incumbency he and Mr. Snyder have been obliged to work at a disadvantage through the fact that there has been no third member of the Commission and also through the very considerable reduction in the budget of the Commission. As a result, it has been impossible for them to secure that degree of enforcement which is absolutely vital to good milk control administration, and—this is most important of all—regardless of what type of legislation we have at Harrisburg, unless the administrative body which is charged with the enforcement of milk control is adequately financed and adequately supported by those in power, control will be an emasculated business calculated for slow death rather than for vigorous success.

Entirely New Law Would Contain Many Dangers

I have taken a good deal of your time to discuss this matter. I have discussed it extremely frankly and openly. I want all of you to understand that what I have had to say has been completely friendly and entirely analytical. I feel that as manager of Inter-State it is my duty to inform you in these matters and I feel that as delegates of Inter-State it is necessary that you know about them. And this leads me to the question of what course Inter-State should take at the coming session of the Legislature. Shall we go after an entirely new or a greatly revised act which will mean the spending of thousands of dollars of your Cooperative's money for legal expense in drawing up such an act or in studying the many possible effects on your markets of any legislative proposals drawn up by others, and, in addition, the time and expenses of officers and management in attending numerous legislative hearings on the subject? This is almost sure to be followed by the spending of additional thousands to help get any amendments or new legislation through the courts, and, if the courts fail to uphold the new legislation, doing the whole thing over again another year.

Or are we to insist that the present milk control act be left intact with only such changes as are necessary to meet the consignment problem and any administrative deficiencies now found to be present? And then demand that this control act be given a chance to work? By this I mean through an adequate budget for enforcement; through the appointment of an adequate staff to carry it out; and most of all through its sincere and vigorous backing by those in power. It would seem to me that the best business by far would be to insist to the Legislative Commission that this be the course of action and if it be impossible for us to secure enforcement under this act then away with the price fixing features of milk control entirely and, if we need control with enforcement, let us turn to the Federal Government.

New Jersey Faces Problem

In this discussion with respect to milk control, it is necessary to remark that in New Jersey the milk control act is of a temporary nature and expires next May. Those of you from New Jersey know of some of the problems with which we are faced in New Jersey and I am sure that it is going to be equally necessary to give strong consideration to the problems of control in that state.

In this report, so far, I have told you the things we haven't accomplished, the things we have accomplished and then I have taken a great deal of your time to lay out

Making hay is hot work, a pleasant scene to contemplate now as snow flurries are in the air. Picture entered in contest by Elmer W. Dibert, Bedford, Pa.



C. I. Cohee Describes Dairy Council's Twenty Years of Salesmanship

TWENTY years of salesmanship without getting your foot caught in a door is quite a record, and that is what the Dairy Council is celebrating this month.

For it was just twenty years ago at the annual meeting of the Inter-State Milk Producers' Association that a resolution was passed which resulted in the creation of the Philadelphia Inter-State Dairy Council to promote the sale of milk in the Philadelphia milkshed. And, as far as we can see, we have yet to get our foot caught in a door.

In fact, our records show that there have been more doors open than we can find time to enter. During the past year, the planning and conducting of 2,989 meetings alone has taken up much of our workers' time. And our programs in schools, health centers, and clubs have grown more and more extensive.

More than a million people this year have heard our story about the importance of milk in the diet. To back up this story, we have distributed approximately half a million pieces of literature, posters, and supplementary material to firmly establish in the public mind, through constant repetition and emphasis, the vital fact that milk is the most nearly perfect food and the foundation of any good diet.



Curtis I. Cohee, President, Philadelphia Inter-State Dairy Council

Soundness Demonstrated

Twenty years of Council work have demonstrated the soundness of our program. In the early days of the organization, there were many who felt that our funds should be spent in newspaper, billboard, and later in radio advertising, the accepted channels of publicity. However, the dairy industry has blazed a new trail in promotion work by going directly to the consumer—to industrial organizations, mothers' groups, Parent-Teacher associations, and to the school children themselves. And today we see other industries, such as the meat packers, fruit growers, and egg producers, following our example in carrying on an educational rather than an advertising program.

Milk Is a Real Buy

Thus when you hear the slogans "Milk, the most nearly perfect food" or "A quart for every child; a pint for every adult" it is not an accident; it is all part of the well-planned and well-executed promotion work of the dairy industry to bring about general knowledge of the importance of milk in the human diet. The public as a whole recognizes that milk is an outstanding food for minerals, for high quality proteins, and for vitamins—and this recognition comes only as a result of years of extensive effort on the part of this and other Council units throughout the United States.

When you stop to think that a quart of milk can be purchased in Philadelphia today for twelve cents, and that this milk will provide one-half of the daily requirements of the average adult, you can see the importance of our message to the public. According to present Philadelphia food prices, the other half of that daily requirement cannot be secured for less than forty-eight cents, so that if milk were selling for forty cents a quart it would still be the consumer's best buy from a nutritional standpoint. And it is this fact that we must instill into the public if we are to maintain our present rate of consumption or to ever increase it. However, just as it is difficult to further increase the production of a herd of cattle that has already reached a high standard, it

Bureau of Markets, New Jersey; and Dr. Clyde L. King, of the Wharton School of the University of Pennsylvania, representing the public.

Officers elected at the meeting were Dr. Clyde L. King, chairman, Robert W. Balderston, executive secretary, Henry Dolinger, treasurer, and P. S. Sharpless and Henry N. Woolman, members of the executive committee. The financial plan adopted at that meeting, consisting of contributions of one cent per hundredweight from producers and the same from distributors, has remained in effect to date, the only change being that it is now confined to milk sold at Class I price.

Teach Eight Health Rules

The eight health rules, which school children now learn along with their ABC's and their two-plus-two's, were established as the basis of Dairy Council work—namely, brush your teeth every day, eat fruit every day, drink at least four glasses of water every day, eat some vegetable besides potatoes every day, drink four glasses of milk every day, play part of every day out of doors, take a bath oftener than once a week, and sleep many hours with windows open. A program of health and food demonstrations, dramatic presentations, health stories, motion pictures, literature, and posters was also planned to teach sound nutritional and health practices.

Bit by bit, plans for the work of the organization fell together like pieces in a puzzle. In February of 1921, Mr. Balderston, the secretary, and Dr. Hannah McK. Lyons, nutritional worker for the Council, arranged with Dr. Walter S. Cornell, Director of Medical Inspection of the Philadelphia Public Schools, for the establishment of regular nutrition classes in the public schools, with weekly weighing and health teaching of school children.

Some Early Work

The first survey showed approximately 20,000 children to be thirteen percent or more underweight, and the Dairy Council found it had a tremendous task before it. The number of school nurses was increased from forty-five to ninety and nutrition classes were established in March of that same year at the Sheppard, Elkins, Hallows, and Brown schools. In addition to receiving instruction and medical attention, these children were given a pint of milk each day by the Dairy Council, and, in the first year of this work, the Council purchased \$13,000 worth of milk for this purpose. A report from Dr. Cornell in April of that year shows that, of the 736 children in nutrition classes, 505 gained an average of eight-tenths of a pound in that first month—at a rate of ten pounds per year, approximately twice the normal gain.

In line with the nutrition classes in the schools, one school principal, Miss Helen Yerkes of the Walton School, conceived the idea of serving milk to all school children whose parents would pay for it, and thus the first general milk service was started in the Philadelphia Public Schools. Today, the thirty Philadelphia schools which conduct their own cafeterias consume 1,160,200 half-pints of "A" milk, 469,170 quarts of "B" milk, 730,000 quarts of ice cream, and 111,700 dozens of ice cream specialties in a school term, and the public school system is one of the best customers of the dairy industry.

During the past twenty years, the Dairy Council has spent \$89,778.79 for milk for nutrition classes, not only in Philadelphia

but in Trenton, Atlantic City, Wilmington, and other places where this assistance was needed. For several years now, this work, founded by the Council, has been carried on without its financial aid.

One of the first rules of the Council, adopted by its Board of Directors, was that the funds of the Council must be spent in the area where the milk is sold. This rule was designed to insure spending of funds in the various markets, such as Philadelphia, Trenton, Wilmington, Atlantic City, and Johnstown, but in turn has made it impossible for the officers of the Dairy Council to answer many requests from rural communities—requests whereby producers could obtain first hand information with regard to the activities of the Council.

To reach the four million consumers in

the Philadelphia area with the vital message of the importance of milk in the diet is the first job of the Council and must, of necessity, constitute the bulk of the work by its staff. This leaves little time for going back into the country and maintaining contacts with producers, a situation which I deeply regret. I hope that the time may come when we can devote at least a portion of our money and efforts to rural work, in order that producers may have a better understanding of our program.

Program Helps In Demand

We have many requests for programs from locals of the Cooperative, Granges, and other rural organizations, which we are forced to refuse because of the pressure of our other

work. However, anyone planning programs in which the Council could participate will find us only too willing to accept engagements for rural meetings at such times as our schools are not in operation, particularly over the holidays and during the summer months.

And this brings us to the fact that whenever the Council has been criticized in the past, it has been largely by those not familiar with our activities.

As we look back over these early programs of the Dairy Council, we cannot help but be impressed by the foresight and vision of those who created the Council and planned its activities so carefully that they have continued for two decades almost without change. By keeping our program on an

(Please turn to page 18)

The Review's Work

By H. E. Jamison, Editor

IN another six months the Inter-State Milk Producers' Review will have reached its majority. The April, 1941, issue will mark the completion of its 21st year of publication. During that period there have been definite changes in the Review, as in any other publication. These changes were necessitated by the changing conditions within the milk shed and by advances and changes in the organizations of which it has been and now is the official publication.

As stated under its title on page one of each issue, it is "Issued monthly in the interest of the dairy farmer," and specifically in the interest of the members of the Inter-State Milk Producers' Cooperative. We know the Review is read. Some of our members read it thoroughly and completely. It would be too much to expect all members to read it always.

In planning the editorial content of each issue the needs of the members of the Cooperative are paramount and the material is selected and prepared along such lines as we believe will best effectuate that aim.

Present Facts Fairly

During the past several years the Review has adhered rigidly to a policy of presenting news and information as opposed to propaganda. This policy is considered essential in the building of confidence among our membership so they will look to the Review for unbiased information and, even more important, have full confidence in the management of your own cooperative. Doubtless we could attract much more attention by giving a spectacular touch to the discussion of many subjects. This has not been done, however, because information handled in such manner, although it makes good reading for the moment, may have the effect of undermining the confidence of our members. Should that happen, when the need might arise for presenting a subject in forceful terms our readers might react as they did in the old fable in which the shepherd, after several false alarms of "wolf, wolf," failed to get attention when there was real cause for his alarm. By emphasizing all news and information according to its importance our members will be guided correctly and can be expected to respond accordingly.

It is well for one to take stock of his work once in a while. For this reason, I analyzed and classified all the editorial material used in the Review during the past year. In this analysis the results found

would seem to show that most of the important subjects were well covered. About equal space was used to present reports on the work and activities of your own Cooperative; to statistical information on milk prices, percentages and related data; to discussions of problems involved in the production and handling of milk on the farm; and to local and national dairy market news.

Altogether, these four major divisions occupied slightly more than one-half of the editorial space used during the year. About eight percent of the editorial content was used in describing the work and methods used by the Dairy Council in promoting the sale of our milk. Other subjects, ranked about in the order of the amount of space they occupied, included articles for the women's page, general news about farmers' cooperatives, general dairy news of local or national character, information about 4-H clubs and Future Farmers of America and, of course, the small items and jokes used for fillers at the bottoms of the pages.

From comments sometimes received it would seem that to some people the jokes are the highlight of the entire publication. They do have their place. If they have succeeded in getting people to look at the Review and, indirectly, causing them to then read some of the informational articles, even the lightest of this filler material serves a useful purpose.

Expand Two Subjects

From this analysis it seems to me that two rather definite shifts in editorial content are in order. One is to give more space to the activities of Districts and Locals and to outstanding interesting bits of information about members of Inter-State. For this we must depend largely upon directors, fieldmen and delegates for the news.

The second is to give greater space to the activities of our young folks, both 4-H club members and members of the Future Farmers of America. The boys and girls who are in these organizations are today learning the basic principles of cooperation. They will be our dairymen within a very few years and it is important for their future as well as for the future of your organization that they understand and become interested in the Cooperative.

They must be informed about the sacrifices and the tremendous amount of work done by the loyal and far-seeing dairymen who organized the Inter-State Milk Producers' Association 24 years ago, and who organized the present Inter-State Milk Producers' Cooperative four years ago.

One of the outstanding features of the Review has been the "box" by our General Manager O. H. Hoffman, Jr., which appears in almost every issue. It always commands attention and a growing list of members and friends turn at once to it for his refreshingly interesting and philosophical discussions.

As a means of improving the general appearance of the Review we have used an increasing number of pictures which, I believe, have been worth far more than their relatively small cost. We receive a large number of pictures from our members each month and from these we select as many for publication as can be used, for which we pay \$1.00 if used on an inside page and \$5.00 if they meet the rather strict requirements for a cover picture.

Sources of Material

Approximately 78 percent of all editorial material used in the Review was written or compiled in our own office. Of the remainder, about 13 percent was written especially for the Review, primarily by the Dairy Council and women's page articles, while news releases from our agricultural colleges, the United States Department of Agriculture and quoted material constituted the remainder.

The regular distribution of the Review is slightly in excess of 9,000 copies per month. Of this number, approximately 8,000 go to members or to producers who have applied for membership in the Cooperative. The remainder consist of unsolicited cash subscriptions, copies to county agents, vocational agriculture teachers, exchanges with other cooperatives, to newspapers in our territory, cow testers and our customers—the milk dealers.

Most of you no doubt know that the Review is supported through a subscription fee of 50 cents per year which is a part of the commission paid by you to the Cooperative. The remainder of the revenue comes from the cash subscriptions and from advertising with any deficit that occurs considered part of operating expense of the Cooperative.

Some very real means are open to each of you to help the Review, in addition to reading it. One is to write in with news or comments. Another effective means is to tell your merchants whenever you buy a product advertised in the Review that you saw the advertisement in the Review. If each of you would make it a point to write for free booklets, literature, etc., offered by Review advertisers or write to these advertisers for information about their products, it would prove to advertisers that you not only read the Review but that you also read their advertisements. Even as yourselves, these advertisers like to see results and are stimulated by your interest

Keeping Ourselves Informed

F. P. Willits, Jr., Market Information Department

IN making a departmental report it always seems rather difficult for me to tell the many things that should be told to the membership of an organization like Inter-State and still keep the report short and interesting. Those of you who heard the report last year probably have a fairly good idea as to the duties of the market information department, while to others of you who were not here then, the work we do is perhaps less clear.

In the infancy of the market information department, the duties were principally those of collecting local and national dairy statistics and related data for the use of the management. Since the organization of the department, however, the activities have broadened to include several other more varied operations, all of which are valuable to the Cooperative in its work. For instance, selling milk, supervising the operation of a milk receiving station, and keeping individual accounts of your reserve.

Our new work has in no way taken the place of any of the work for which the department was originally established. We develop and correlate available data necessary to meet our needs and for use in the intelligent marketing of your milk.

Members' Production Records

Milk production data are regularly maintained on an individual producer basis and eventually become part of our regular bookkeeping system which shows the actual dollars and cents paid as commission by you to your organization and how much of the total reserve belongs to each of you.

Prices are checked and price reports are made up and issued by our department. Between 60 and 70 members send their milk pay slips to the office each month where these statements are checked for accuracy of prices, methods of computation and the like. Mistakes are few, and when a difference is found the matter of adjustment is taken up at once with the buyer.

Many times during the past two or three years, our statistics have been used before milk control agencies, although during the past year, because fewer hearings have been held, there has been less of this work than usual.

Types of data collected and tabulated range from feed prices and milk production costs to import-export data, local cream prices, cheese and butter prices, production, storage supplies and the consumption of milk and dairy products.

Issue Milk Checks

In addition to the usual statistical routine, our department has the job of issuing approximately 6000 producer milk checks a year. These are for milk that may be excess, unmarketed milk or milk going to regular buyers for which we pay the members. The issuance of these checks naturally takes considerable time in their preparation and issuance, as well as time required to check all figures against errors. We have now developed time-saving devices for writing the checks and statements and for checking their accuracy. These payments to producers during the last fiscal year amounted to between \$500,000 and \$600,000.

Supervising the operation of the Centerville milk receiving station and the clerical work in keeping records of the business done there is another function of this department. Weight sheets are totalled, butterfat figured, the buyer billed and the calculation of producers' monthly payments

are all done by our staff. We maintain close control over Centerville operations in our regular monthly financial and operation cost schedule, which is in reality a monthly audit of the Centerville accounts.

We continued the policy of moving excess supplies of milk and feel that it met with a satisfactory degree of success. The excess milk problem, however, was not so serious as a year earlier, and was not so hard to handle. Reasons for this may have been the development of a working procedure and greater familiarity with outlets for such supplies. We feel that if we can move the excess supply of a dealer when it becomes burdensome to him, we are also saving the market for some of our members during the time of the year when markets are hardest to find. This also reduces somewhat the tendency of dealers taking on extra supplies during late summer and fall, only to lay off those producers again in the spring. In order to make unnecessary this practice which generally weakens or disrupts the market, we have even been moving milk to dealers who need milk during the fall and winter.

Keeping Market Right Side Up

In moving these supplies, we have found even though we have milk control agencies with fixed prices, that the law of supply and demand does still play an important part in just what price can be obtained for such excess or distress milk. Also, we have found that good reputable buyers who will take our supply of excess milk and pay us what we think they should, insist that a supply be available during periods when milk is less plentiful. To meet these reasonable demands, we have made arrangements with some of our buyers who have consistently had milk in the lower-priced class to supply the needed milk throughout the year. This arrangement seems to be working satisfactorily, too.

This discussion has given you an idea of some of our activities. Now I should like to give you a resume of some of our data which have either a direct or indirect bearing on your milk market.

Production On Increase

Milk production in our milk shed is still on the increase. During September, 1940 (our latest available data) the daily deliveries per farm averaged 245 pounds, a two percent increase over the 240 pounds in September last year and was 123 pounds per farm greater than in September, 1930. In September, 1940, however, there were only about one-half the number of producers that we had ten years ago. In other words, with one-half as many producers we are now receiving about the same total amount of milk as a decade ago.

The Philadelphia milk shed is not the only area, however, where milk production seems to be on the increase. Milk production in the United States in September was estimated by the United States Department

of Agriculture at 8,860 million pounds, a 4 percent increase over a year ago. Total production the first nine months of 1940 was also considerably ahead of the same period of last year.

Not only has production been on the upward trend, but it has advanced more than the increase in population growth. During September, 1940, production averaged 2.23 pounds per day per person, which was nearly 2 percent above previous high records for the month and 3 percent higher than a year ago.

This increase in production apparently is mainly due to two things; first, the larger number of milk cows being kept, and, second, the greater productive efficiency of our cows, which efficiency is undoubtedly due to the better general health of cows resulting from tuberculin, Bangs, and mastitis testing, better care of herds following these testing programs, and to the step-up in the amount of grain being fed milk cows.

More Cows On Farm

Milk produced on October 1, 1940, averaged 13.4 pounds per cow per day for the United States as compared with 12.82 pounds on the same date of 1939. So far as our territory is concerned, Pennsylvania was the only one of the four states that showed much increase, with 17.5 pounds per cow per day as compared with 15.7 pounds a year ago.

Milk cow numbers for the United States, that is, cows and heifers 2 years old and over, kept for milk, increased one percent from January 1, 1938, to January 1, 1939, and another one percent by January 1, 1940. The number of yearling heifers being kept for milk on January 1, 1940, was 6 percent over a year ago, which, in turn, was 5 percent over January 1, 1938, an increase of approximately 11 percent in two years.

Better business conditions which indicate a degree of permanency appear to be the one redeeming feature so far as producer prices are concerned. This is one sprig of optimism as pictured against the increase in production.

Greater Business Activity

Industrial production in the Philadelphia area, which corresponds closely with the Cooperative's sales area, increased 8 percent for the first nine months of 1940 over 1939. During this same period general employment increased 7 percent, payrolls increased 15 percent, freight car loadings were up 19 percent, retail store sales were 4 percent greater and wholesale sales were up 6 percent.

Wholesale farm product prices show an upward trend of 4 percent for the first nine months of 1940, but in September, they were 4 percent below September, 1939. Retail food prices in Philadelphia were the same for the first nine months of 1940, as in 1939, but were down 2 percent in September as compared with a year ago.

We intimated last year that perhaps market conditions would be better during the fiscal year of 1939-40 than had been true during the previous year. This has worked out very much as predicted. Even with increased production per farm, the weighted average milk price received by our members increased 4 to 5 cents per hundredweight over the previous year. To carry this further, the September, 1940, weighted average price was 6 cents per hundredweight higher than the September, 1939, price.

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Delegates Approve Resolutions

CONTINUING our practice of former years, we are publishing herewith all resolutions adopted by the delegates at the annual meeting. Each of these resolutions, except the last one on the list, had received the approval of the resolutions committee, that one having been introduced from the floor at the closing session.

Information On Inspection Requirements

WHEREAS it was proposed in our territory that certain sanitary requirements be made which would have worked an extreme hardship on us and interfered seriously with the customary farming methods in our territory without apparently contributing in any way to the quality of our supply,

AND WHEREAS our Cooperative has assisted us in getting a better understanding with respect to these requirements worked out to the end that the original proposals have been greatly modified,

THEREFORE BE IT RESOLVED that the Cooperative be requested to continue its work with our buyers and health authorities along this line in order that they may still better understand the problems involved,

AND BE IT FURTHER RESOLVED that we commend the efforts of Inter-State for the work which it has done.

Bring "Consignment" Contracts Under Control Law

WHEREAS regulation by the Milk Control Commission of "consignment" milk contracts has been declared inoperative by the Supreme Court,

BE IT RESOLVED that the Board of Directors of the Inter-State Milk Producers' Cooperative be directed to endeavor to secure an amendment of the present Act creating the Milk Control Commission at the next session of the Legislature, making "consignment" contracts subject to the jurisdiction of the Milk Control Commission.

Study Methods of Sampling and Testing

RESOLVED, first, that steps be taken by the Cooperative to secure the cooperation of milk control commissions and the agricultural colleges in the area, to make a study to improve the efficiency in present methods of taking, holding and testing of producers' butterfat samples.

Second, when all facts are assembled, that steps be taken to obtain the cooperation of other producer organizations for an order or adequate legislation to provide for the use of these methods.

Third, that the sampling and reading of butterfat tests as recommended after such study, be made solely by an employee of the producer or a state employee, or either of these, in the presence or consultation with the plant tester.

Allocation to Districts

BE IT RESOLVED that the Cooperative allocate to each District during the ensuing fiscal year 50 cents per commission-paying member of the Cooperative in each such District, these funds to be payable in installments of 25 cents per member in January and July.

Favor Indemnity for Mastitis Losses

WHEREAS dairymen are experiencing considerable difficulty in their herds from the mastitis disease.

AND WHEREAS with the appearance of mastitis in the herd, dairymen, in order to safeguard the milk supply remove infected cows from the herd at a financial loss,

THEREFORE BE IT RESOLVED that the delegate body of District 7, Inter-State Milk Producers' Cooperative, in meeting November 19, 1940, respectfully request the Cooperative to endeavor to secure adequate appropriation to indemnify dairy cattle owners for the slaughter of animals infected with the mastitis disease in order to protect the public health.

Request Daily Weight Slips

RESOLVED that we, the members of the Chambersburg Local of the Inter-State Milk Producers' Cooperative, request that the Cooperative again urge all milk companies to return to the practice of furnishing us with daily weight slips. The fact that we do not get a record of our daily shipments until the end of each pay period, has caused us much inconvenience and dissatisfaction.

Bangs Disease Program

WHEREAS Bangs disease is the direct cause of great loss to the dairy industry and

WHEREAS much interest is developing in the possibilities of vaccination for immunization in connection with the regularly recognized Bang's Test,

THEREFORE BE IT RESOLVED THAT the legislatures of our respective states be respectfully urged to provide indemnity to owners of cattle condemned in the Bangs eradication program.

AND BE IT FURTHER RESOLVED that legislation be enacted to permit calf-hood vaccination as a part of the Bangs program.

Twenty Years Of Salesmanship

(Continued from page 16)

educational rather than on a commercial basis, we have kept the support of not only the distributors but also of school and health authorities. We have been encouraged to keep our programs educational in character, broad in scope, and sound from every nutritional angle. We have been permitted to give milk the emphasis due it as our most nearly perfect food, but never have we been urged to promote the sale of milk at the expense of other foods nor to take a position that did not meet with the approval of medical and nutritional authorities. Thus it has been possible for us to enlist in our staff workers who thoroughly enjoy their tasks because they may do an unbiased educational job, and to secure the cooperation and assistance of countless educational and medical organizations.

And, in discussing the success of the Dairy Council program, it is necessary to acknowledge particularly the work of four people, all of whom we hoped to have at our meeting this year—Mr. F. P. Willits, Mr. Henry N. Woolman, Dr. Hannah McK. Lyons, and Robert W. Balderston. Nearly a year ago, I had the pleasure of dining with Mr. Balderston in Chicago and at that time obtained his promise to join us at our meeting this year. His death as the result of an accident this spring makes it impossible for me to pay him the tribute he so highly deserves, but to the others I can say that the foundations they laid for our work, together with their wise and careful planning, has made the job of carrying on the Dairy Council an easy and delightful one. And I must also add that we owe another debt of thanks to the producers' organization for its earnest and enthusiastic support of our program throughout the entire twenty years.

We will not attempt to say, in closing our story, that we have sold all of the milk that the public could drink, because the experiences of two decades have taught us that there is no remedy for the fact that the American public does not consume the amount of milk which medical authorities agree it should consume. Price wars, advertising campaigns, state-wide promotion programs, Milk Month, Milk Week, and all sorts of publicity innovations have been tried in an effort to get the buying public to use more milk—and, while many of these have proved to be easy methods of expanding a budget, it is becoming more and more apparent that persistent education of the general public to a better understanding of its nutritional problems and a better appreciation of foods of all kinds is the best means of establishing the position of milk as the foundation of a good diet.

And so, since we have thus far escaped getting our foot caught in the door of public disapproval, we will continue our promotion and sales program—selling ways not milk merely for milk's sake, but milk for health's sake.

"Team Work"

As Told to Inter-State Women
By Marie C. Harrington
Of Dairy Council of St. Louis

I AM glad to have this opportunity to meet with you. To tell you the truth, I am grateful and honored that your committee invited me to come here to Philadelphia. When I was a little girl the first lessons I learned about the people who founded this country were illustrated in the old history book with pictures of your Independence Hall, the Liberty Bell, the Declaration of Independence, and the history book had a picture too, of Benjamin Franklin carrying a loaf of bread through these Philadelphia streets. Your city seemed a long way from that little rural school in Minnesota—and it was.

Then mind you a trip to town was a day's work and if we had a rainy season we couldn't go to town at all with a load because the roads were muddy. Today we have hard roads and the folks who live on the home place

raising, in clearing the fields, and harvesting what crops they could raise.

Because you are here today shows that you and your family believe in teamwork and therefore belong to one of the best co-operative organizations in this country, the Inter-State Milk Producers' Cooperative. Your presence here proves that both you and your husband understand that now in 1940 you have a definite stake in this cooperative association you and your families have built here.

Schooling Is Improved

Then farm boys and girls got what schooling they could in an eight grade, one room district school. And we walked there unless we had a blizzard, when some of the folks on the road collected all the children in a sled. And when we got to school we spent half the morning thawing out around the big tin jacketed stove that stood in the corner of the schoolhouse. Then we ate the lunches we brought from home in our dinner pails.

Today with the hard roads school districts have consolidated and a school bus collects the country boys and girls in the morning, delivers them to a school with eight grades and a high school, where they have as good teachers and as good equipment as any city high school. These consolidated schools have central heating plants and hot lunches are served at noon, so that the children have the energy to learn in the afternoon. Some of the schools have electric lights now for dark winter afternoons.

Farm living is not what it used to be. No—it certainly is not—farm living is better. Not perfect, but better. And farming as a way of life is still in the making.

Evidence of Cooperation

What place do you and farm women everywhere have in making farm living the kind of a life we all want it to be? What hand did you have in making it what it is today as compared with the good old days we sometimes hear about? Because you are here today shows that the continuous improvement of farm living is not a job you want to tackle alone. Cooperation is not a new invention with farm folks. In fact, the history of cooperation goes back to the early days of the founding of this country. The colonists had no fancy name for it but it was a matter of self-preservation to them to work together in building a block house for defense against the Indians, in log

What We Contribute

Now that we are here together let us see if we can decide between ourselves what farm women can contribute to the progress of farm living.

First, it is obvious, because you are here at this annual meeting, that you think it is worth while for you to know your cooperative, what it is for, how it works, and what it can mean to you and your family in the way of better living in your farm home.

You wouldn't be here if you thought that a cooperative is an outfit that runs itself and all you have to do with it is to put in a bid for a share in the milk check to pay for shoes for Susy, music lessons for Mary, tuition for Bill at the state college, new curtains for your dining room, a new winter coat for yourself, or a payment on the farm mortgage.

Your family is in the milk business. I say "your family" because the family as a unit is important in farm life and particularly because producing milk is a family enterprise. Whether you milk the cows or not you have a stake in the quality of milk you send to market and the quality of milk marketed by all the other members of your cooperative. It makes a difference to you—a difference reflected in the kind of life you and your family enjoy on your farm whether your milk is marketed 365 days a year or only off and on. It makes a difference to you whether your cooperative can count on your farm to send about the same amount of milk the year round or whether instead—part of the time your production is so low that dealers have to look around for more producers to be sure of an even supply of milk. City consumers, you know, are not satisfied to take twice as much milk in June as they do in December just because some dairy farmers may have twice as much milk in June.

Second, the successful marketing of your milk is a matter of concern to you and every other milk producer in your cooperative. The marketing of your milk is important too, to the city consumer who is your customer.



Marie C. Harrington, Educational Director, Dairy Council of St. Louis

If your cooperative continues to market your milk successfully it will be because the milk is of high quality and the leadership of your cooperative has kept the price of your milk in line with consumer incomes in the city and in line with the prices of other foods competing with your milk for a place on the consumer's table. Just what is the right price for milk in relation to other foods I don't know. I'm not sure anyone knows exactly, but we do know that if the price gets far out of line, thrifty consumers are likely to look for other foods to take the place of milk in their daily diet.

Should Money Fail

Now when I was growing up on a farm, money was often scarce. In fact, it seemed to be scarce most of the time and from what I hear times haven't changed this much. Money on a farm continues to be scarce. But neither then or now do we hear of anyone going entirely without food on a farm. Food usually is plentiful thanks to effort put in on the garden, the chickens, the hogs, and the cattle. Milk and butter and eggs and fruits and vegetables, the very foods the scientist calls protective, can be had on most farms for the time and effort spent to produce them.

Some Farm Advantages

In the city the consumer, who is your customer, has to buy with cash every single thing her family eats. There are thousands of foods in the markets but the rub comes when your customer has to stretch the amount of money she has to buy all the things her family needs or she thinks they need, which amounts to about the same thing. Have you ever stopped to think that the comfortable city family with a regular weekly income spends 25¢ to 35¢ out of every dollar earned for food? And according to figures released by the U. S. government the average family has about \$31 a week income. That may look like a lot of money to us, but if you stop to think that the city family has to buy food, clothing, rent, coal, and carfare—everything they need—you will see that the city housewife has a job on her hands to buy all these things for her family with the amount of money she has to spend.

The management of your cooperative needs up to the minute information about

consumer's needs and consumer's wants in order to continue to do a good job for you in marketing your milk. Food habits change you know. In the last 30 years people have come to eat much less bread and cereal and apples, but in the same period of time oranges, for example, have changed from being an occasional luxury to an every day necessity on most families' tables. Fortunately, milk is one of the few foods generally considered to be a "daily necessity for individuals of all ages and families of all incomes." Doctors, dentists, nurses, school teachers, all recommend that every child should have one quart of milk a day during its growing years, and every grownup should have a pint. You'd think with this foundation to go on that the demand for your milk would be increasing every day. Why then aren't the consumers buying more milk since the health authorities all say they need it?

That's a question.

The Foods We Need

One reason might be that milk isn't the only thing they need. It is no secret that right here in this country there are many people who are underfed. When it comes to food, the health authorities now recommend increases in several other foods besides milk. For example, Dr. Stiebeling in the U. S. Bureau of Home Economics, says it would be a good thing for the nutrition of our people if we all ate ten to twenty percent more milk, ten to twenty-five percent more butter, twenty-five to fifty percent more tomatoes and citrus fruits, and about twice as many vegetables. I mention this now because I work in the city and meet many home makers. Most of them have to count their food money, and all of them buy the foods they think will give them the most in flavor and food value for their money. This means that if they are to buy milk every day—every day they must have information reminding them that milk is the foundation for good nutrition.

How about you? Being milk producers there is certainly no scarcity of milk on your farm. Do your children each have a quart of milk a day? And does each grownup have a pint? This being in Pennsylvania I suppose it would be unheard of for any milk producer to sell milk and cream and then let his own family skimp along lacking milk to drink and using oleo or some other substitute for butter.

"Where's My Milk?"

The reason I mention this is because not so long ago I took my children to visit their aunt who lives on a dairy farm up in Minnesota. We were there for a family reunion on Sunday. She had a good old fashioned dinner. There was chicken and ham, pickled beets, and wilted lettuce, two kinds of jelly, peach and mustard pickles, and pie and cake for dessert. The smallest of my children, being raised in the city and used to having milk at his meals, but not old enough to know that it's not good manners to ask for what he doesn't see, piped up and said "Where's my milk?" May I please have some milk?" My aunt said, "Heavens, we saved cream for the men's coffee, but we forgot all about saving out any milk to drink." Now that happened on a dairy farm in Minnesota. I know it couldn't happen here. Why not?

For one thing everyone of you without being an economist knows that whenever you have a surplus of anything, be it apples or potatoes or milk, the price goes down. At times there has been more milk produced and made into butter than could be consumed by city consumers within a reasonable length of time. What happened? You know what happened. The price of milk dropped and you all got less for your milk. What can you do about it?

You've often heard "The Lord helps those who help themselves." One way to

keep a steady market is for each one of you to use milk and its products yourselves on your home farms. It will not only have a good effect on the market, but what is most important of all, it will have a good effect on the health of you and your family.

Drink Milk On Farms, Too

For an adequate supply of milk and its products all the health authorities agree is a daily necessity not only for those folks who live in the city, but for their country cousins who live on the farms. And strangely enough, recent health studies seem to indicate that many people living on farms as well as in the cities are not up to par physically because they are not getting enough calcium and vitamin A, the two food elements most plentiful in milk and its products.

You know, of course, that milk is the foundation of an adequate diet. You know that a quart of milk supplies some of all the elements now known as necessary for good nutrition; proteins for growth, lactose or milk sugar for energy, minerals for maintenance. Twenty years ago, vitamin A was discovered by McCollum in butterfat and ever since then milk and cream and butter have been recognized along with green vegetables as a source of this resistance building vitamin. Yet today, we have undernourished people because they do not get enough vitamin A. You know all these things. But what about the city consumers who are your customers? What about the new brides who set up housekeeping each year.

I want to congratulate your producer association for having the vision and the foresight twenty years ago to set up your Dairy Council to carry on a sound educational program with the children and opinion-forming educational leaders—to teach the value of your product. The vision of your leaders has been responsible for the fine market you now enjoy. I understand the average person in the Philadelphia market eats more milk, butter, and ice cream than is generally eaten in most other markets.

This Didn't Just Happen

It is fair to assume that this happy state of affairs didn't just happen, but that it is a result of the long-time consistent educational program carried on here. The job of course is not done. I know each one of you realizes only too well that families have to eat every day and that, therefore, the job of educating your city consumers on the value of milk and its products is a little like the poem my Grandmother used to say. It went something like this "A man works from sun to sun—but woman's work is never done." Your educational program in the city is something like that. It must go on continuously. Because the success of this program of consumer education in the city is important to the success of your dairying operations on your farm.

Important as this is, in possible profits to you, there is still a more important reason for increased use of milk both at home and by your city friends. This is the resulting improvement in health and vigor because of improved nutrition.

The reasons I have talked at considerable length about the problems of marketing your milk is because I really believe both you and your city friends will profit in the next few years if you keep each other's problems in mind. I know that many of you are silent partners in the business meetings of your cooperative, but I suspect that you are not silent when matters of concern to your milk business are discussed by your family in your home around the supper table, the day after the milk check comes.

We have often heard that the farmer is important because he feeds the world. And for this reason agriculture is basic to the

human race. Looking at it another way, agriculture is the foundation of all industry, of all manufactures, since the productions of nature are essential to all other activities.

Now we are thinking of national resources. We talk of airplanes, guns, tanks, bullets, and most of all of manpower. Evidence of the need for better health habits and better nutrition is seen in the information regarding recruits for enlistment in the Army, the National Dairy Council reports. This information shows that in some areas, approximately 50 per cent of the volunteers are not accepted for service. In the U. S. Army Air Service, where requirements are more severe, as many as 90 per cent of the volunteers are rejected on the basis of physical examinations.

It has been said that the genius of the city is in its relation to things—that the genius of the farm is in its relation to life.

Our Best Crop

We realize now that the most important crop agriculture can produce is its crop of boys and girls who are physically fit, mentally alert, and morally straight, because it is on these children we will depend for leadership in the future. Here truly is a place where the farm woman ranks second to no one. She is directly responsible for the health and well being of each member of her family. All the modern teachers are unanimous in saying that health and character and initiative and perseverance and ambition are never taught in even the best schools of the country.

These lessons that are so basic to the future success and happiness of the young people are taught at home. Cooperators—leaders of any kind—are not born. They are made. Made as a result of careful teaching in your home. The future of agriculture as a way of life—the success of this cooperative association in assisting you and your family to a better level of living on your farm homes—rests on the knowledge you instill in the boys and girls coming up now. You know that this cooperative association or any other institution of importance to you, was not purchased ready made from a department store or a mail order house.

I believe it would be worthwhile to teach the boys and girls that this organization was built by hard work—teamwork of a lot of people—step by step. That if it continues to function it will call for interest and effort and teamwork of the younger members who will take over.

I brought two movies we made out in St. Louis for use in telling our city people about the importance in their daily diet of the milk we have to sell.

Before we show these—to the question "Do farm women have a contribution to make to better farm living?"—I answer an emphatic "YES".



No mistaking number seven in the Frackman herd. Picture sent by Mrs. Mary Frackman, Paradise, Pa.

When Legal Advice Is Needed

A. Evans Kephart, Counsel

Mr. Chairman, delegates of the Cooperative, and members. You know, there are two kinds of lawyers. You bring a legal problem to some of them and they give you an answer just like that. (Snapping fingers) Then there is the other kind that realizes you want the right answer rather than the quick answer. He thinks about your question and when you get your answer, it is more apt to be right. Legal questions require thought and, usually, research. They cannot be answered by you as laymen, or you wouldn't be asking your attorney about them. Now I am not the kind of attorney that will give you a snap opinion on any of your questions, when I know you want the right answer. I am going to take time to think, and I believe that this course will pay dividends. At any rate, the Legal Department of the Cooperative, since I have been its attorney, has been one that can stand on its record.

The Bonding Case

Now lets see what has happened, since the annual meeting last year. The first case on the calendar was the Bonding case, in which the dealers contended that they did not have to furnish bonds to assure payment to producers. This case was carried through the lower courts to the Supreme Court, and the Court sustained our contention that dealers must put up bonds to assure payment to producers.

Next, was our first full supply contract. It is with a small dealer but gives us a chance to see how a full supply contract will work out, and the difficulties that we will run into, which can be ironed out so that future contracts like this can be made with other dealers to a better advantage.

The next thing on the calendar was the Milk Control Hearing at Harrisburg, in which we attempted to get the Commission to have our dealers give us certain information very badly needed. I attended that hearing, but no order has come out as yet, just as no order has come out of the price hearing. In fact, no order has been issued for Philadelphia since the change of administration. However, we have been working in an attempt to get this information directly from our dealers so that we do not have to have a Milk Control order. All dealers supply this to us with the exception of three. Getting this information by agreement will be much more satisfactory than through a Milk Control order.

Another matter the Legal Department had was the case of Riley Milk, Ice and Cold Storage Company of New Jersey, which went into bankruptcy. Eighteen Inter-State members were shipping milk to this dealer when it went into bankruptcy. Inter-State prepared claims for these producers and they were paid \$5,000 from the Department of Agriculture on his bond. Through the Cooperative's help this business has been sold and a dividend from the Bankrupt's estate will be received. It is rather unusual for anything to be left for distribu-

tion to creditors in a bankruptcy case. Usually there is nothing remaining after the Referee, the Receiver and Trustee get paid. In this case, Inter-State paid its producers and took care of them as it was bound to under the producers marketing agreement, and now the dividend from the Bankrupt's estate will be paid to Inter-State.

Protecting Members' Interests

The next matter was the case of a producer who was laid off by his dealer for failure to meet sanitary requirements. He did not live up to the sanitary requirements of his market. The Director sent out a committee of three members of the Cooperative, one was a delegate and other two neighboring men, to visit that producer's farm to check up on the inspector and make sure the producer was not being treated unfairly. They reported that he had not been. Since the money in the Cooperative's treasury is the money of all of you, and since the producer lost his market through his own fault in failing to comply with sanitary requirements, the Board of Directors felt he was not entitled to be paid and they refused to pay this man for his loss. He brought suit against the Cooperative. We have thus far successfully defended the Cooperative's case in the Courts.

The next case was the Riech-McJunkin case, wherein a Pittsburgh dealer claimed that the Milk Control Commission could not fix the price of milk sold to them for use in the manufacture of ice cream. This was argued in the Supreme Court of Pennsylvania, and I argued on behalf of the Cooperative. The Court must have been divided in their opinion, because they have ordered it reargued as soon as another Judge is appointed.

Fought Consignment

Next, was the "Consignment" case. A group of Harrisburg dealers bought milk from farmers on consignment, so that they would not be compelled to pay the Milk Control Board's price and would not have to post a bond to protect producers. This case was first heard in the Dauphin County Court which held it was legal, since consignment contracts were not specifically included in the Milk Control Act. We had considerable fear that this practice would become prevalent in the Philadelphia market, and took steps to prevent it. We took steps to prevent any dealer going on "consignment" without filing a bond. We got the Milk Control Commission to agree to go into a dealer's area against him, if we learned of any dealer who thought of going on consignment. We stopped at least one dealer from going on consignment in this area, before the Supreme Court handed down its decision that dealers on consignment did not have to comply with the Milk Control Law as to prices and bonding. I was permitted to file a brief in the "Consignment" case, but was not permitted the right to intervene or argue the case orally. The Commonwealth has asked for the case to be reargued, but we have not heard if it will be. If dealers can lower prices and need not file a bond by going on "consignment", they will probably do so. But since milk is short now, the effects of the decision will not be felt until next year at which time there is no telling what may happen with regard to prices.

In addition to all the litigation, there is hardly a day passes that some officer does not call me up and ask some legal question. I attend all the Board meetings, all the

Executive Committee meetings and all other special meetings to give legal advice. Questions come up from time to time which make my job practically a continuous one.

I would like to say one more thing which has nothing to do with the legal department. Labor employed by most of the Cooperative's dealers in Philadelphia is highly organized. If a laboring man would happen to be laid off his job for appearing at a hearing or doing something the dealer did not like him to do, they strike. When this takes place with regard to a farmer, nothing happens, except sometimes the producer is out of a market. Labor is continually making increasing demands on dealers for more money. My guess is that laboring men make three to four times as much per hour as you men do because they are highly organized. If producers do not do something about becoming fully organized, they will get the short end of the stick. They must stand united for their own interests. When between two fires, the dealer is going to take the course of least resistance, and is going to meet the demands of labor as long as producers are just half organized, You must get busy, contact members, increase the membership, and procure legislation to protect your interests.

Thank you for your attention.



October snow on fence, field and tree provided an interesting camera study for Grace Frank, West Chester, Pa.

A new type of candy developed by the Bureau of Dairy Industry is a by-product of cheese. It is called "Wheyfers" because it is made from whey, a by-product in cheese manufacture.

"You're looking downcast, old man. What's on your mind?"
"A piece of my wife's."

Mrs. Brown (displaying new lampshade): "Isn't it perfectly lovely? And it cost only \$10."

Mr. B. (desperately): "If you wear that to church tomorrow, you go alone!"

The only shots that count are those that hit.

Carl Plugge, Cordova, Md., took advantage of the early snow when he took this picture of his home.



The Market Outlook

MILK and cream markets are better at the end of November than they have been for several months. This situation is undoubtedly due to the seasonal trend, plus the stimulation of increased business activity.

Butter prices have advanced from 30.75 cents per pound of 92-score butter on the New York market on November 1, to 34.5 cents on November 27. Under the Pennsylvania Milk Control formula this is equivalent to an 18-cent per hundredweight increase in the Class II price. The November average butter price of 33.13 cents is an increase of 2.78 cents over the October average, making the November Class II price \$1.84, f.o.b. Philadelphia, for 4 percent milk, a 13 cent increase over October.

Accompanying the increase in butter prices, we find that cream prices have advanced to an average of approximately \$16.25 per 40-quart can of 40 percent cream, equivalent to \$1.96 per hundredweight of 4 percent milk, not considering the value of skim milk or the cost of processing. This places our Class II price and the price of cream on the open market on a closely comparable basis.

Butter in storage in our ten leading markets of the country totalled approximately 40 million pounds on November 26, which is 23 million pounds less than the amount one year earlier. Practically none of this was owned by the Federal government.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPERS

New parts—"CLIPPER SPECIALISTS"—Repairing. Clipper blades of all kinds resharpened. Blades returned next mail. Satisfaction guaranteed. Enclose 50¢ each set. Old concern. Nutley Grind & Repair Co., Nutley, N. J.

Milk production in the Philadelphia area, based on a report of the USDA Agricultural Marketing Service covering approximately 5000 herds, averaged 240 pounds per herd per day during the week ending November 16. This was 10 pounds less than the week before and 20 pounds less than one month earlier.

Sales of milk to consumers increased 3.38 percent in October over October, 1939, according to the Milk Industry Foundation report covering 136 United States markets. Milk company payrolls, according to the same report, showed an increase of 0.05 percent and employment increased 0.14 percent in October as compared with one year earlier.

Evaporated milk production in October was 27 million pounds, or 19 percent greater than in October, 1939, while production during the first ten months of 1940 was 284 million pounds or 15 percent greater than during the comparable 1939 period.

Stocks of evaporated milk on November 1 of this year were up 183 million pounds over last year, an increase of 104 percent. Evaporated milk prices in case lots were approximately the same in October, 1940, as they were in September and were 4 cents below the October, 1939, prices.

Producer prices paid by evaporators for 3.5 percent milk averaged \$1.40 per hundredweight in October, 1940, as compared with \$1.34 in September and \$1.43 in October, 1939.

Feed prices for November showed considerable increase over October. These increases ranged from 0.88 percent for 32-percent mixed dairy ration to 8.56 percent increase for cottonseed meal. As compared with a year ago, however, some feed prices were considerably higher, especially cornmeal, while others were lower, linseed meal showing the greatest decrease. The price tabulation on page 6 contains more complete information.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during October, 1940.

Farm Calls	1434
Non-Farm Calls	308
Butterfat Tests	5255
Plants Investigated (first half Oct.)	13
(second half Oct.)	25
Herd Samples Tested	282
Brom Thymol Tests	240
Miscroscopic Tests	24
Membership Solicitations	198
New Members Signed	35
Local Meetings	39
Attendance	1202
District Meetings	7
Attendance	74
Committee Meetings	11
Attendance	106
Other Meetings	11
Attendance	804

Delegates Face Issue

(Continued from page 3)

mittee in a clear and concise manner. Assisting him on the committee were Earl M. Tull, Seaford, Del., Howard R. Brown, Rising Sun, Md., and Charles Hassel, Bart, Pa.

The Dairy Council entertained the delegates, members and guests at lunch on Tuesday, this being followed by the annual meeting of the Council. Both the lunch and the meeting were held in The Franklin Institute. The crowd was then entertained at a special performance in the Fels Planetarium of The Franklin Institute.

Young Father: "Is there any time at which children cease to be a constant worry?"

Older Father: "I don't know. My oldest child is only 65."

Character is what nature has engraven in us; can we then efface it?

Jumping at conclusions is the only mental exercise some people take.

NOVEMBER, 1940, BUTTER PRICES

Date	Philadelphia	New York	Chicago
1	31 1/2	30 3/4	30
2	—	—	30
4	32	31 1/4	30 1/2
6	32	31 1/4	30 1/2
7	32 1/4	31 1/2	30 3/4
8	32 1/4	32	31 1/4
9	—	—	31 1/2
12	33 1/4	33	32 1/4
13	33 1/4	33	32 1/4
14	34 1/4	33 1/2	33
15	34 1/4	33 1/2	33
16	—	—	33
18	34 1/4	33 1/2	33
19	34 1/4	33 1/2	33
20	34 1/4	33 1/2	33
22	34 1/4	33 1/2	33
23	—	—	33 1/2
25	35 1/4	34 1/2	33 1/4
26	35 1/4	34 1/2	33 1/4
27	35 1/4	34 1/2	33 1/4
28	—	—	33 1/4
29	35 1/4	34 1/2	33 1/4
30	—	—	33 1/4
Average	33.79	33.13	32.43
Oct. '40	30.84	30.35	29.55
Nov. '39	30.62	30.07	29.51

The Secretary's Report

(Continued from page 10)

ative is sending out the checks to the members.

In order to carry out the provisions of the marketing agreement between the Cooperative and the members, it was necessary to take over the milk business of one of our approved milk dealers who was forced into bankruptcy. This was done in order to maintain a market for the members shipping milk to this plant. All the members were placed with responsible buyers.

For several previous years and again this year, a milk bar called the Dairy Dell, was operated on Central Pier at Atlantic City during the summer months in cooperation with the South Jersey Inter-State Milk Market. The business done at the Bar was very much greater than a year ago and caused a great deal of comment on the value of its operation.

Dairy Queen Contest

The National Dairy Show was held at Harrisburg, Pennsylvania, in October, 1940. The dairy cooperatives in Pennsylvania were asked to select a Dairy Queen to reign over this event. During August, 18 of our 22 districts selected District Queens and early in September, 15 of these district winners met in Philadelphia (three not being able to attend because of conflict with college openings). The winner selected at that time which, under the rules of the final contest was open to Pennsylvania girls only, was Miss Josephine Andrews of Chambersburg. Miss Andrews competed in the final contest held at State College at which event, we regret, another girl was selected for the honor of Dairy Queen at the 1940 National Dairy Show. We are happy, however, that the honor, not having come to our own organization's candidate, did go to the representative of our sister organization, the Dairymen's Cooperative Sales Association of Pittsburgh.

Keeping Ourselves Informed

(Continued from page 17)

In addition to increased consumer demand for milk both as fluid milk and as milk products, we must give some of the credit for the improved return on milk to the substantially better butter prices during the past year. As you know, both our Class II and Class III prices are established by formulae which are based on the price of butter and as butter goes up, those class prices go up. As a matter of fact, during November, 1940, the price of 92 score butter reached 33.5 cents per pound in New York as compared with an average of approximately 30 cents per pound in November, 1939. If the average price this month should be 33 cents, the difference will mean approximately 14 cents per hundredweight more on the price of Class II milk and 12 cents per hundredweight more on the price of Class III milk than a year ago.

In addition to increased purchasing power of the consuming public, I feel that the Federal Government, through the Dairy Products Marketing Association, deserves some of the credit for the raising of butter prices through their stabilization program in which butter was purchased on the open market when there were indications that the price might break or even drift downward for no apparent sound reason. As for the future of the butter market, we find that on October 1 of this year, there was 17 percent less butter in cold storage in the United States than one year earlier even though production in September was 8.8 percent greater than in September, 1939. Contrasted with this situation, storage holdings of most other dairy products, in-

cluding evaporated milk, dry milk and cheese, are on the increase.

During the first nine months of 1940, evaporated milk production totalled slightly over 2 billion pounds, approximately 250 million pounds or 12 percent greater than during the comparable 1939 period. On the other hand, exports of evaporated milk have shown a considerable increase over a year ago, the bulk of which is being shipped to the United Kingdom. Storage supplies of evaporated milk were approximately 250 million pounds greater on October 1 of this year over a year earlier and were 120 million pounds above the five-year average for that date.

Total 1940 cheese production up to October 1 was up 50 million pounds over the corresponding period in 1939, but cheese imports were approximately 11 million pounds less. Our total cheese imports are usually about 50 million pounds a year. Storage holdings of cheese on November 1 of this year were approximately 30 million pounds greater than a year ago.

Production of dry milk products was above last year; the principal increase being with dry skim milk, with approximately 41 million pounds or 16 percent increase during the nine-month period. With sales holding even, this meant the storage carryover was about 33 million pounds heavier on October 1 as compared with October 1, 1939.

More Products In Storage

Converting these major manufactured dairy products into their fluid milk equivalent, we can draw this one picture. Whereas we had approximately 4,841 million pounds of milk equivalent in storage on October 1, 1939, we had an estimated 5,222 million pounds of milk equivalent in storage on October 1 this year, an increase of approximately 8 percent. These data are for the five principal dairy products which include butter, cheese, condensed milk, evaporated milk and cream in cold storage. This indicates that we still have sufficient back log of dairy products to meet any probable war condition or domestic improvement in consumer demand.

In conclusion, your one prime question at this point might logically be—"What effect has the war had on our dairy markets to date?" It can be answered in this way. Cheese importations have been reduced between a third and a fourth; exports of evaporated and condensed milk, which were quite small, have increased from five to six times over a year ago, and the rearmament program plus orders from abroad should increase the domestic purchasing power, which in turn should increase domestic consumption sufficiently to take care of our present increased production. We are not in position to predict the course of our dairy markets should this business stimulant born of the war, be removed.

This department has been called upon to assist other departments from time to time during the year, and we, in turn, have called upon others to aid us in our work when the need arose. Every girl has always given us her best, displaying a spirit of cooperation especially appropriate in a cooperative's office.

City Banker (visiting the farm): "I suppose that is the hired man?"
Farmer (who has visited banks): "No, that's the first vice-president in charge of poultry."

Teacher: "Johnnie, what did you have for breakfast?"

Johnnie: "Teacher, I let six eggs."
"Why, Johnnie! You should say 'ate'."

"Well, maybe it was eight I let."

HER GIFT
IS SMALL
But...
THOUSANDS SHARE IT!

By remembering one . . . she's helping thousands! Because her gift is decorated with a Christmas Seal! Your purchases of Christmas Seals will enable your Local Tuberculosis Association to continue its year-round campaign. Since 1907, this campaign has helped to reduce the death rate from Tuberculosis by 75%! But the fight is not yet won. Tuberculosis still takes an annual toll of 64,000 lives! So from now 'til Christmas, mail no letter—send no package—unless it is decorated with the Christmas symbol that saves lives.



Here is the biggest electric ANIMAL CLIPPER bargain ever offered. Now you can get a genuine Andis—the original single unit clipper—at the lowest price in history. The Andis is easier to operate—its weight rests on the animal as you guide it with the forming fitting handle. Has a more powerful, fan cooled and dust sealed motor—no shafts or stands. Blades run on hardened steel roller bearings—are quickly interchangeable for clipping cattle, horses, sheep, dogs, etc. The Andis is the choice of leading Dairymen, Army Units, Hunt Clubs, and Breeders everywhere.

Low Cost Operation — A Battery Runs It! You can run an Andis all day for a few cents. There is a model for every current: Standard 110 volt AC or DC; only \$17.50. Models for 8 v. storage battery, 9 v. DeLaval Unit, 32 v. light plant, 220 v. High Line, \$2 extra, 20 feet of unbreakable rubber-covered cord regular equipment.

10 Days Trial Money-Back Guarantee Send only \$3 (specify voltage wanted)—pay postman balance two pay postage or get your Andis from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.

ANDIS CLIPPER CO., Dept. 17-M Racine, Wis.



It's better not to know so much than to know so much that ain't so.

Secondary Markets

LANCASTER

The supply of milk in the Lancaster area has been short, some dealers not having enough to meet their regular milk and cream requirements.

The Advisory Committee of the Lancaster market met on November 18 and reorganized for the following year, electing Walter E. Herr, Millersville, president; Harry Brubaker, Lancaster, vice-president; and Walter L. Shank, Lancaster, secretary-treasurer. Other members of the committee include: Norman Forney, Lititz; Aaron L. Martin, Lititz; John E. Forry, Lancaster; Leroy G. Kreider, Gordonville; H. H. Snavely, Willow Street; Wm. McGleisner, New Providence; Wm. Bleacher, Quarryville; and John S. Shenk, Lancaster.

The annual meeting of the Metropolitan Cooperative Milk Producers' Bargaining Agency is being held at Syracuse, N. Y. on December 3 with C. E. Cowan attending as delegate.

TRENTON

Conditions in the Trenton marketing area are comparatively quiet at present. Of first importance at this time is the report on the election of the Advisory Committee to serve for the coming year. On this committee are: Wm. Lauderdale, Lambertville, N. J., president; Eugene Stapler, Yardley, Pa., vice-president; H. H. Fisher, Stockton, N. J., secretary-treasurer. Other New Jersey members include: Alvin Satterthwaite, Cream Ridge; W. R. Davison, Princeton; Wm. V. B. Gantz, Hopewell; Reuben Van Horn, Stockton; Joshua Tindall, Hamilton Square; and James B. Johnson, Pennington.

Pennsylvania members are Hubert Walton, New Hope; Chester McGill, New Hope; and Wilmer Wright, Newtown.

Of this Advisory Committee the officers, together with Hubert Walton and Joshua Tindall, constitute an Executive and Sales Committee.

Frederick Shangle was continued as market manager. He is available to any member upon appointment or can be reached at his office, 19 W. State Street on Tuesday mornings.

Evaporated Milk Uses

Loss of fresh milk sales to evaporated milk and the effect of related farm price policies are reported by Dr. C. W. Pierce, agricultural economist of the Pennsylvania State College.

Evaporated milk competes with and substitutes for fresh milk particularly among low-income families, studies conducted by Dr. Pierce indicate. Not all of the evaporated milk which they consume represents a replacement of fresh milk, because many of these families would be financially unable to purchase an equivalent amount of the fresh product.

The most important uses of evaporated milk, he has found, are in coffee and other beverages, in cooking, on cereals and desserts, and for infant feeding. The greatest gains in evaporated milk sales have been since 1930, a period characterized by lowered consumer buying power.

Meeting Calendar

December 4-6—National Cooperative Milk Producers' Federation, annual convention—Omaha, Nebraska.

December 9-12—American Farm Bureau Federation, annual meeting—Baltimore, Maryland.

December 10—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.

December 10-12—Pennsylvania State Grange annual meeting—Wilkes Barre, Pa.

December 16—Lancaster Inter-State Milk Market Meeting—Farm Bureau Building, Lancaster, 1:30 P.M.

December 17—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.

December 20—Altoona-Huntingdon Inter-State Milk Marketing Committee—Hollidaysburg, Pa.

December 26—Wilmington Inter-State Milk Marketing Committee, Newark, Del.

January 15—Trenton Inter-State Milk Marketing Committee—19 W. State St., Trenton, N. J.

January 16—Dinner meeting, Southern Lancaster and Quarryville Locals—Quarryville, 12:00 noon.

January 20-24—Pennsylvania Farm Show—Harrisburg, Pa.

January 28—Joint dinner meeting of Cochranville, Oxford and Kembleville Locals—Presbyterian Church, Oxford, Pa., 12:00 noon.

January 28-31—New Jersey Agricultural Week and Farm Show—Trenton, N. J.



STEWART CLIPMASTER

New anti-friction tension control assures perfect tension between blades for cooler, quieter running—faster, easier clipping. Makes blades stay sharp longer. Exclusive Stewart design ball-bearing motor is air cooled and entirely enclosed in the insulated EASY-GRIP handle that is barely two inches in diameter. Completely insulated—no ground wire required. The fastest clipping, smoothest running, easiest-to-use clipper for cows, horses, dogs, mules, etc. A \$25 value for \$10.95 complete. 100-120 volts. Special voltages slightly higher. At your dealer's or send \$1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power clipping and shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 5649 Roosevelt Road, Chicago, Illinois. 37 years making quality products.

FOR PICTURES ENTERED IN THE REVIEW PICTURE CONTEST

CASH PRIZES

Prizes: \$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to: Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements of Picture: Clear, sharp outlines, attractive background. Farm subject that will interest others on its merit.

Description of Picture (Brief)

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(Unused pictures will be returned)

For Practical Farmers

Our Entire Herd is

1. On Twice Daily Milkings.
2. Fed to Produce Milk Economically.
3. Raised Under Ordinary Farm Conditions.
4. On D.H.I.A. Test and Advanced Register Herd Test (Farmers' Class).

Therefore You Can Compare Our Records With Your Own and Avoid Having to Make Adjustments as Must Be the Case Where Three Times Daily Milkings, Special Test Feeding and Selective Testing are in Practice.

We Solicit Your Inquiries for Bull and Heifer Calves Out of High Producing Cows at Prices That Meet Farmers' Requirements.

Your Visit is Invited and We Will Mail You a Road Map on Request

SPENCER'S LANDING FARM
Centreville ALLAN B. LANE, Owner Maryland

REGISTERED GUERNSEYS
Federal Accredited for T. B. State Accredited for Bang's

Milk Producers' Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXI

Philadelphia, Pa., January, 1941

No. 9



Picture courtesy Dairy Council

Junior Likes Milk, Too

Local Committees Will Soon Start Membership Drive

OUR Inter-State—this great milk marketing cooperative to which 7276 of us belong—needs more members. We need "more" members until we get EVERY producer eligible and suitable for membership into OUR organization.

In order to get these members, a membership drive starts on January 15 and runs for six weeks, a drive carried out by members—local officers, delegates and other local leaders. This will permit our fieldmen to continue uninterrupted their regular and highly important service to our present members, and the new ones as they join. It means that the drive will be in the hands of those who are the life blood of Inter-State—the members themselves.

Never was the need for united action among milk producers greater than it is today. Our nation faces critical times, our future is uncertain, developments may come thick and fast.

If and when unexpected developments do occur, those groups that are well organized and soundly directed will occupy favored positions. Lack of complete organization or scattered efforts among producers can mean only back seats for them—the dirty end of the stick.

Milk dealers, in spite of keen competition for business, are organized for their mutual welfare. Milk company employees are organized for their protection and welfare. Yes, and the consumers too, are fast learning the value of unified organized effort.

Producers, scattered as they are in 40 or more counties in the Philadelphia milk shed, need a widespread, effective organization more than do any of the other groups named. Inter-State has proved itself in this market. It has proved through results its right to ask the non-member minority of producers to go along to add the weight of their numbers to the 7276 who have established the record, the reputation and the results that are Inter-State.

This was fully discussed at the 1940 annual delegate meeting and reported in the December Review. The need for a more complete sign-up was brought out at the same meeting. President B. H. Welty insisted that when fair-minded non-member producers are given all the facts about Inter-State's work most of them will join willingly and quickly. General Manager O. H. Hoffman stated that we "must make every honest effort possible to get a much larger sign-up of producers than we now have."

That "honest effort" starts January 15. It gives every member a chance to participate—to "talk up" Inter-State to his non-member neighbors—to boost our organization—to help the local "sign-up" committees by preparing the way.

Then, when the six-week period is over, every member, whether a committeeman or not, will find enthusiasm in carrying on the work and making it a year round matter of "Talking it up, Signing 'em up."

To Vote Again On N. Y. Order

THE long awaited amendments to the New York Federal-State Milk Marketing Order were issued by the Dairy Division of the USDA, on December 11. Hearings to consider proposals for amending the order were held in October. The amendments were submitted to the 60,000 producers supplying the New York market, with the ballots to be returned not later than December 21.

The amendments, according to an announcement by the Dairy Division, were expected to add about 8 cents per hundred pounds of milk to the net returns of producers. This expected boost would result from the setting of definite prices on

Class I milk sold outside the New York market, a reduction in the skim milk allowance to handlers, a reduction in the market service payments to be paid handlers for diverting surplus and an increase in the price of milk used for cream sold outside the special cream area.

Many of the cooperatives in the New York market took issue with this prediction by the Dairy Division and expressed keen disappointment that the requested increase in Class I price was not granted. It is said that some cooperatives are permitting their members to vote individually on the proposed amendments rather than voting as a group. It is reported in some quarters

that should the proposed amendments be rejected, the Secretary of Agriculture, Claude Wickard, would have the authority to entirely withdraw Federal support from the market.

Late in December Secretary of Agriculture Claude R. Wickard announced that a new referendum would be held on the proposed amendments. The official announcement said, "This action is being taken because of evidence that many producers did not realize that the results of the referendum on the amendments would determine whether the entire order regulating the New York milk market would be continued or suspended."

Preliminary results of the referendum completed on December 21 indicated that slightly under 60 percent of the votes counted approved the amendments, while the Marketing Agreement Act requires a favorable vote of at least two-thirds—66-2/3 percent—for approval.

It was stated that should the producer vote on the new referendum be unfavorable, the Department of Agriculture "will have no other course than to suspend the present Federal order in the New York milk market, effective February 1, 1941."

"Why should a great strong man like you be found begging?"

"It is the only profession I know in which a gentleman can address a beautiful woman without an introduction."

Employer: "Yes, I advertised for a good strong boy. Think you can fill the bill?"

Applicant: "Well, I just finished whipping nineteen other applicants outside the door."



Patsy Ruth Blew, 4, out for a joy ride on "Dopey". (My, what big ears you have.) Mrs. Perry R. Blew, Bridgeton, N. J., sent the picture.

New Year's Resolution

INTER-STATE, shortly after the first of the year, is going to start an intensive campaign for more membership. It is planned during this campaign for Inter-State members to call on every producer selling to an approved buyer in our area and urge him to join the Cooperative.

If you feel that the Cooperative is worthwhile, if you believe that it is necessary for it to represent your interests, to insure your market, and preserve both a price structure and market stabilization for you, and if you believe your neighbor who is not a member should bear his share of this responsibility and expense—you can help greatly

in this campaign. You can do this by going out of your way to talk to him about Inter-State, by being loyal to the organization yourself and by asking him to join.

Please make it your New Year's Resolution for 1941 to do all these things as you never have before. There are problems ahead of us in 1941 that only a stronger and still more united organization can successfully meet.

Directors Approve By-Law Changes

THE first regular meeting of the Board of Directors following the annual delegate meeting in November was held at the office of the Cooperative on December 17.

After the handling of routine business, including the reading and approval of the minutes of the previous Board and Executive Committee meetings there was a general discussion of the proposed amendments to the New York Federal-State milk marketing order. These amendments were submitted to the cooperatives and producers supplying the New York market following hearings held in October.

The Directors discussed the proposed amendments to the by-laws of the Cooperative which were presented at the November meeting and published on page 5 of the December issue of the Inter-State Milk Producers' Review. These amendments in brief, provided that all Directors, Delegates and Local and District officers must be commission-paying stockholder members of the Cooperative during their terms of service. These amendments, adopted in accordance with the provision in the by-laws for amending the by-laws are now a part of the by-laws of the Cooperative. They are as follows:

Article III, Section I was amended by adding at the end thereof the following:

Directors must be commission-paying stockholders of the Cooperative during their terms of service.

Article III, Section II was amended by adding at the end thereof the following:

Delegates must be commission-paying stockholders of the Cooperative during their terms of service, which shall be one year or until their successors are duly elected.

Article IX, Section 4 was amended by adding at the end thereof the following:

All such officers must be commission-paying stockholders of the Cooperative during their terms of service.

Article X, Section 4 was amended by adding at the end thereof the following:

All such officers must be commission-paying stockholders of the Cooperative during their terms of service.

The Directors discussed proposed by-laws for the Trenton Inter-State Milk Market and approved the by-laws as proposed with one exception, which section it recommended to the Trenton committee be worded the same as are the by-laws of other secondary markets.

The directors approved a form of by-laws to be used by the district organizations of the Cooperative. These by-laws will now be presented to the District officers and delegates for their consideration and if adopted by them without any change will become effective at once. In any instance where changes are made by Districts the changes must be approved by the Board of Directors before the by-laws become effective.

Approval was given by the Directors to continue cooperation with the Future Farmers of America and the 4-H dairy club groups in the Philadelphia milk shed along lines similar to those carried on in the past.

The Directors were informed that the Northeastern Dairy Conference had accepted the invitation of the Cooperative to hold the 1941 Conference at Philadelphia during the first week of March, the exact dates to be decided later.

The plans for a membership drive in Inter-State territory were proposed and discussed thoroughly and were approved by the Directors. This drive will be made between January 15 and March 1.

High Quality Hay Best for Dairy Calves

Tests carried on at Pennsylvania State College by S. I. Bechdel and Harry Keener have proved that green hay should be fed to dairy calves during the winter season. These scientists insist that it is not because of the color but because of the carotene or vitamin A content of this hay that it is better for the calves.

Symptoms showing the deficiency of carotene, or vitamin A, include dilated pupils of the eyes, roughened hair and digestive troubles. It has also been noted that animals weakened because of this deficiency may be subject to infectious colds or pneumonia.

More carotene apparently is needed in cold weather and when calves' bedding is allowed to become damp than under more comfortable conditions, Bechdel, Keener, and associates have discovered. Cod liver oil may be fed to supply carotene and is found in a number of calf starters and meals. Some manufacturers of these feeds have added commercial carotene to their products.

INTER-STATE MILK PRODUCERS REVIEW

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A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel
F. P. Willits, Jr., Statistician

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2. Frederick Shangle, Trenton, N.J. R. 2
3. J. M. Wheatley, Federalburg, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa. R. 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Geyer, Kimberton, Pa.
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9. Ralph E. Bower, Chesapeake City, Md.
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11. Fred A. Walls, Harbeson, Del.
12. H. B. Stewart, Huntingdon, Pa. R. 4
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*Member of Executive Committee

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Altoona—Huntingdon—J. J. Camp, Roaring
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Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa. Phone 2-7977
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, N. J., Box 334, Phone 800
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464

25th Farm Show Opens January 20

The silver anniversary of the Pennsylvania Farm Show will open its doors to the public on Monday morning, January 20, and continue through Friday of that week. Plans for the silver anniversary event are well under way, according to John H. Light, who is chairman of the Farm Show Commission.

The first Farm Show, held in 1917, occupied 10,000 square feet of floor space. Today 515,000 square feet

of space are used for the event. The Farm Show building in its entirety comprises 14 acres, the first units of the present layout being constructed in 1930 and the present arena and amphitheater was completed in time for the 1939 Show.

Coincident with this growth in space has been the growth in the scope of the Show, having gradually expanded to include, in addition to farm crops and livestock, exhibits of 4-H clubs and Future Farmers of America, milk, poultry, home economics and many other educational features. A corresponding increase in commercial exhibits has also been experienced.

Outstanding features of the Show are the dairy and beef cattle exhibits, including not only the displays by breeders but by 4-H club boys and girls and members of the F.F.A.

The farm machinery exhibit is always one of the highlights of the Show and includes practically every type of farm equipment from modern conveniences for the home to equipment for specialized types of farming. Up to mid-December, 16 new concerns who had not previously exhibited at the Show had reserved space for displaying their equipment.

A more complete report on the milk show will be found on another page.

Are You Moving?

With the season close at hand when tenants frequently move to a new farm, a variety of problems confront them, especially if they are producing milk for a fluid market.

If you are planning to move, please get in touch with your Inter-State fieldman or director to help work out some of the many situations which are almost sure to confront you. These may be the making of arrangements with a new buyer; arrangements to ship to another receiving point of your present buyer; the handling of inspection problems, or arrangements with the milk hauler at the new location. Our field representatives will gladly help any member who is confronted with any of these problems.

One more thing. Whether you need this help or not, drop us a card giving your old address and your new address, so that we may correct our membership and shipping records and Review mailing list.

Give us, on this card, the date when the change will become effective and state what, if any, type of help you will want.

The best man doesn't always make the most noise.

Butter Advertising Program "Clicks"

The dairy industry is so well pleased with the butter advertising program recently started by the American Dairy Association that extensive plans are under way to continue it during 1941. The initial program, launched shortly before Thanksgiving and continued until Christmas, featured "butter baked turkey." It is reported that butter sales increased in spite of higher retail prices prevailing during that period.

The next program will feature "butter with vegetables" and will use both radio and newspaper advertising. This will be supplemented with display banners at point of sale, including vegetable departments of grocery stores. A silverware premium plan is also included in the program.

On the footsteps of the butter and vegetable promotion, a wide-spread campaign on cheese will be launched and carried on through the Lenten season which opens February 26. Cheese demonstrations at the point-of-sale, plus the offer of a silver cheese-spreader, will highlight the merchandising activity. All through this phase of the campaign, cheese will be featured over the radio and in the newspaper advertising.

Coincident with this splendid response to the advertising program, reports indicate an enthusiastic reception to the dairy advertising idea, with splendid progress being made in new territory. In addition to Iowa, Minnesota, Montana and Wisconsin, which provided the funds for the initial program, producer organizations are active in Illinois, Indiana, Kansas, Michigan, Missouri, Nebraska, Ohio, Oregon and South Dakota in obtaining funds in these states. Considerable interest was also shown in several other western states.

A small part of the funds has been set aside especially for research on the nutritional value of butterfat and for newspaper publicity work in areas outside of the 12 key food markets, which are included in the major program.

Herman L. Durr, Jr., a 16-year-old boy from Columbus, N. J., was given a registered Guernsey calf on December 12. The presentation was made at the State Guernsey Breeders Association meeting and banquet on that day, for his splendid work as a 4-H dairy club member, which included awards at various 4-H dairy competitions during the past three years.

The calf won by Herman came from the herd of Jacob Tanis of Augusta, who has the largest purebred Guernsey herd in New Jersey.

D. C. S. Movie Shows How Co-op Works

A Chinese proverb says that one picture is worth a thousand words. The Dairyman's Cooperative Sales Association of Pittsburgh apparently believes that one moving picture may be worth a million words.

The association is producing a film which will cover its activities since it was organized in 1916. The movie will be in technicolor. Designed to present a practical understanding of how a co-op works, the movie will be shown at local membership meetings this winter as an important part of the association's educational work.

Use the Cooling Tank For "Quality Insurance"

It may seem strange that a lot of milk cooling trouble takes place every day during the winter. The one good way of cooling milk in winter, as in summer, is to immerse the cans in a cooling tank filled with cold water.

Doing this accomplishes two things: (1) it cools the milk a lot better (quickly and uniformly) than it can ever be cooled by putting a can of warm milk out in the air; (2) it prevents the milk from freezing because water in a good cooling tank with the lid closed will cool the milk and then insulate it from the extreme freezing cold.

With wide temperature fluctuations during the so-called cold months, sometimes milk that is "air cooled" does not get cooled and the bacteria counts go up. Other times the milk freezes and the producer loses on both weight and test.

Use your cooling tank winter and summer as good insurance against both too little and too much cooling.

Membership Dinners

The District and Local dinners for Inter-State members and their families and friends are growing rapidly in popularity. These events are frequently the highlights of local membership activity for the entire year. The programs are well rounded, combining abundant quantities of food, fun and facts.

These events give the members a splendid opportunity to discuss with officers of the Cooperative, on an informal basis, some of the important programs and policies of the organization.

An incomplete list of the District and Local dinners will be found in the meeting calendar on page 15.



Robert R. Pennington

"Inter-State" Boy Wins National Judging Honors

First honors in livestock judging in the F.F.A. contest at the American Royal Livestock Show went to Robert R. Pennington, Quarryville, Pa., son of Mr. and Mrs. Rohe V. Pennington, Inter-State member. This contest was held at Kansas City, Mo., during November.

A \$300 scholarship was awarded to Robert for his accomplishments in livestock judging. It is his intention to use this award at Pennsylvania State College next year. In the meantime, he plans to carry on several F.F.A. projects under the direction of John Shrawder, supervisor of agriculture in the Quarryville High School.

The Pennsylvania F.F.A. livestock judging team, of which Robert was a member, placed third in the national contest. (Early reports indicated they were second but a re-check showed otherwise.)

In the scoring of 683 points out of a possible 800, Robert was first in the judging of horses and second in the judging of swine, each of which carried additional prizes.

He has been active in Lancaster county F.F.A. activities and was also a frequent winner at the Farm Show.

John H. Bennetch

John H. Bennetch, for several years a director of the Inter-State Milk Producers' Association and a member of the original Board of the Inter-State Milk Producers' Cooperative, died at his residence at Millbach, Pa., on Sunday, December 29. His death was due to a heart attack following an illness of about a week.

Dairy Conference Meets At Philadelphia in March

Upon invitation of the Inter-State Milk Producers' Cooperative, the 1941 Northeastern Dairy Conference will be held in Philadelphia.

The dates will be Tuesday and Wednesday, March 4 and 5, and the meetings will be held at the Benjamin Franklin Hotel.

This Conference acts as a clearing house of information on a wide variety of dairy subjects which are common to the northeastern section of the United States. It adopts no resolutions and in its work makes no effort to influence legislation or governmental policy.

Interested in the Conference are dairy cooperative leaders, milk control officials, specialists in economics and dairying at agricultural colleges in the area and public officials. Plans for the program are under way, with the more important economic problems in the dairy industry as related to national defense, cooperative relationships, the pricing of milk, pending legislation, and other topics being developed for discussion by the best qualified speakers obtainable. New developments and practical problems in the fields of work covered by the standing committees will be discussed. Members will also wish to attend the banquet, with its interesting program, on the evening of March 4.

Since the Conference will be held too early in the month for the March Review to reach Inter-State members before the Conference opens, we urge our readers to watch the February Review for details concerning the program and speakers. These will be reported as fully as possible in that issue.

It will be recalled by many local dairy leaders that the 1936 Northeastern Dairy Conference was also held in Philadelphia.

Memphis Gets 1941 National Dairy Show

The National Dairy Show of 1941 will be held in Memphis Tenn., October 11-18. This place was selected after careful consideration of invitations from Harrisburg; Columbus, Ohio; and Memphis. The Show will be held in connection with the Mid-South Fair, under arrangements similar to those of 1927 and 1928, when the Dairy Show was also held at Memphis.

In those years the South united solidly behind the Dairy Show and the splendid attendance then obtained is believed to have been a factor in choosing the southern city, as similar plans of cooperation were again promised.

Prices Paid for 4.0% Milk By Philadelphia Dealers

Nov., 1940, f. o. b., city plant	
Abbotts Dairies.....	2.64
Baldwin Dairies.....	2.64
Breuninger Dairies.....	2.74
Engel Dairy.....	2.89
Gross Dairy.....	2.60
Harbisons' Dairies.....	2.67
Missimer Dairies.....	2.78
Scott-Powell Dairies.....	2.65
Supplee-Wills-Jones.....	2.67
Sypherd's Dairy.....	2.79

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.	Class I	Class II	Class III
Nov. \$2.85	\$1.65	\$1.32	
Dec. 2.85	1.65	1.39	

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets, as set forth in Order 48, effective February 16, 1940, are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Class III Prices—4.0% Milk

MARKET	NOV.	DEC.
All Penna. Markets	\$1.38	\$1.44
Md. & Del. Stations	1.36	1.42
Wilmington	1.36	1.42

Average price 92-score butter at New York:

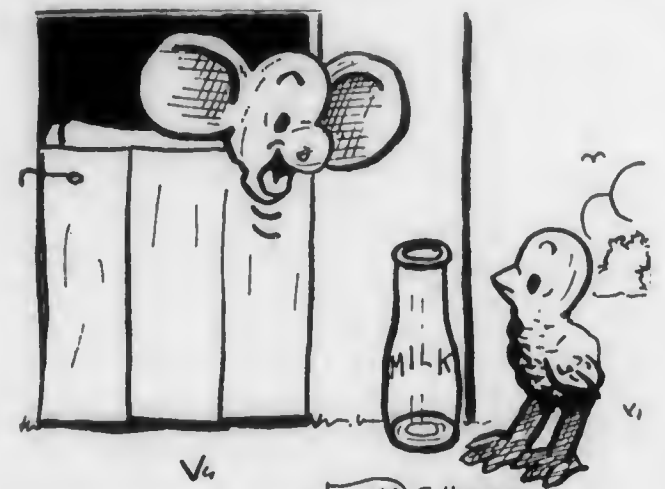
Cents Per Pound	First Half	Last Half	Monthly
November	32.19	34.06	33.13
December	35.65	34.14	34.86

The November average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.



"I heard that in town when ya want milk in the morning ya leave a bottle at the front door!—I'm gonna give it a try!!!"

Classification Percentages — November, 1940

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	74.3	16	9.7	70.9% of Prod.
Baldwin Dairies.....	75	14	11	
Blue Hen Dairies.....	69.64	8.31	22.05	
Breuninger Dairies.....	80	17	3	
Clover Dairy Co.....	79.25	12.78	7.97	58% of Prod.
Eachus Dairies.....	83	10	7	
Engel Dairy.....	92	8		
Fraims Dairies.....	84.96	4.84	10.2	
Gross Dairy.....	67	33		
Harbison Dairies.....	74	23	3	78% of Cl. I
Hernig, Peter, Sons.....	40	60		
Hill Crest Farms.....	78.91	21.09		
Hoffman Dairies (Hntdn).....	39	56		
Martin Century Farms.....	a89.5	a10.5		75.97% of Prod.
May's Dairy.....	68	24	6	
Missimer Dairies.....	82.14	17.86		
Mt. Union Dairies.....	90	10		
Nelson Dairies.....	64	20	16	
Penn Cress Ice Cream Co.....	38.7	2.4	58.9	
Scott-Powell Dairies.....	72	25	3	83% of Prod.
Stegmeier, Clayton.....				
Supplee-Wills-Jones.....	74.71	20.43	4.86	69.6% of Cl. I
Sypherd's Dairy.....	85.8	7.8	6.4	
Turner & Wescott.....	76	20	4	
Walnut Bank Farms.....	80.53	8.76	10.71	
Waple Dairy.....	90.6	7.9	1.5	
Wawa Dairies.....	77	21	2	
Williamsburg Dairy.....	1-15. 95	5		
	16-30. 94	6		

NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess Balance
Abbotts Dairies "A".....	100		
" " "B".....	106.4		
Castanea Dairy Co. "A".....	83	17%	
" " "B".....	92	8%	
Scott-Powell Dairies.....	b100		
Supplee-Wills-Jones.....	100		

a Martin Century paid in November, Class I, 73.30% at \$2.79; 16.20% at \$2.98; Class II, 8.60% at \$1.80 and 1.90% at \$1.84. (Prices of 4% Grade B milk f. o. b. Lansdale.)
b "A" bonus paid on 59.5% of norm.

Feed Price Summary for December, 1940

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	December 1940	November 1940	December 1939	% Change Dec., 1940 compared with
Wheat Bran.....	32.77	31.84	31.47	+2.92
Cottonseed Meal 41%.....	40.91	39.16	41.66	+4.47
Gluten Feed 23%.....	35.59	32.32	33.54	+10.12
Linseed Meal 34%.....	35.30	33.33	44.26	+5.91
Corn Meal.....	36.23	36.41	31.17	- .49
Mixed Dairy Rations 16%.....	36.32	34.34	36.24	+5.77
24%.....	39.00	38.35	41.00	+1.69
32%.....	42.80	41.04	43.34	+4.29
Brewer's Grains.....	35.05	32.99	33.12	+6.24

Dairy Co-ops Lead Nation

Farmer co-ops with a membership of more than three million producers handled a two billion dollar business during the 1939-40 marketing season, according to the recently completed 18th annual survey by the cooperative research and service division of the Farm Credit Administration.

Marketing associations constitute 75 percent of the 10,700 active organizations, the figures disclosed.

The groups marketing dairy products led in the number of members, with 620,000, and in volume of business, at \$560,000,000.

Greatest concentration of cooperative membership is in Illinois, although Minnesota has the largest number of associations and California tops the list in volume of business. Other States which rank high in the survey totals include Wisconsin, Iowa, New York and Ohio.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

November Averages and November and December Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1)

Dealer	Delivery Point	Average Price November	Class I Price Nov. & Dec.	Class II Price November	Class III Price December
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.84	\$1.92
Abbotts Dairies.....	Coudersport, Pa.....	2.18	2.38	1.76	1.84
" ".....	Curryville, Pa.....	2.25	2.47	1.77	1.85
" ".....	Easton, Md.....	2.30	2.56	1.66	1.72
" ".....	Goshen, Pa.....	2.37	2.63	1.79	1.87
" ".....	Kelton, Pa.....	2.39	2.65	1.80	1.88
" ".....	Oxford, Pa.....	2.39	2.65	1.80	1.88
" ".....	Port Allegany, Pa.....	2.18	2.38	1.76	1.84
" ".....	Spring Creek, Pa.....	2.15	2.34	1.75	1.83
Avondale Farms Dairy.....	Bethlehem, Pa.....	2.03-2.01	2.85	1.69	1.77
Blue Hen Farms.....	Wilmington, Del.....	2.38	2.77	1.86	1.92
Breuninger Dairies.....	Richlandtown, Pa.....	2.44	2.62	1.79	1.87
Centerville Producers' Co-op.....	Centerville, Md.....	2.40			
Clover Dairy Company.....	Wilmington, Del.....	2.54	2.77	1.86	1.92
Duncan's Dairy.....	Springfield, Pa.....	2.55	2.98	1.84	1.92
Eachus Dairies.....	West Chester, Pa.....	2.70	2.85	1.69	1.77
Fraims Dairies.....	Wilmington, Del.....	2.58	2.77	1.86	1.92
Harbisons' Dairies.....	Brandtsville, Pa.....	2.39	2.62	1.79	1.87
" ".....	Byers, Pa.....	2.39	2.62	1.79	1.87
" ".....	Carlisle, Pa.....	2.39	2.62	1.79	1.87
" ".....	Hurlock, Md.....	2.32	2.56	1.66	1.72
" ".....	Kimberton, Pa.....	2.39	2.62	1.79	1.87
" ".....	Massey, Md.....	2.33	2.58	1.66	1.72
" ".....	Millville, Pa.....	2.30	2.50	1.78	1.86
" ".....	Sudlersville, Md.....	2.33	2.58	1.66	1.72
Harshbarger Dairy.....	Altoona, Pa.....	—	2.96	1.69	1.77
Hernig, Peter, Sons.....	Boiling Springs, Pa.....	2.10	2.58	1.79	1.87
Hershey Creamery Co.....	Greencastle, Pa.....	1.85-2.00			
Highland Dairy Co.....	Doe Run, Pa.....	2.42	2.85	1.69	1.77
Hill Crest Farms.....	Eddington, Pa.....	2.74	2.98	1.84	1.92
Hoffman Dairy.....	Bedford, Pa.....	—	2.58	1.69	1.77
" ".....	Huntingdon, Pa.....	2.11	2.70	1.69	1.76
Johnson, J. Ward.....	Woodlyn, Pa.....	2.55	2.98	1.84	1.92
Keith's Dairy.....	Altoona, Pa.....	—	2.96	1.69	1.77
Martin Century Farms.....	Lansdale, Pa.....	2.72	2.98	1.84	1.92
Miller-Flounders Dairy.....	Chester, Pa.....	2.55	2.98	1.84	1.92
Mount Union Sanitary Milk Co.....	Mt. Union, Pa.....	2.65	2.70	1.69	1.76
Nelson Dairies.....	Jeffersonville, Pa.....	2.50	2.98	1.84	1.92
Pebble Hill Farm.....	Doylestown, Pa.....	—	2.98	1.84	1.92
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.19	2.96	1.69	1.77
Royale Dairy.....	Lewistown, Pa.....	—	2.58	1.69	1.77
Scott-Powell Dairies.....	Clayton, Del.....	2.33	2.60	1.66	1.72
" ".....	New Holland, Pa.....	2.41	2.66	1.80	1.88
" ".....	Pottstown, Pa.....	2.44	2.71	1.80	1.88
" ".....	Snow Hill, Md.....	2.21	2.44	1.66	1.72
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.34			
Stegmeier, Clayton.....	Tamaqua, Pa.....	—	2.96	1.69	1.77
Supplee-Wills-Jones Milk Co.....	Bedford, Pa.....	2.27	2.47	1.77	1.85
" ".....	Chambersburg, Pa.....	2.34	2.55	1.78	1.86
" ".....	Hagerstown, Md.....	2.27	2.49	1.66	1.72
" ".....	Harrington, Del.....	2.33	2.58	1.66	1.72
" ".....	Huntingdon, Pa.....	2.32	2.53	1.78	1.86
" ".....	Leaman Place, Pa.....	2.43	2.67	1.80	1.88
" ".....	Lewistown, Pa.....	2.34	2.55	1.78	1.86
" ".....	Mercersburg, Pa.....	2.34	2.55	1.78	1.86
" ".....	Mt. Pleasant, Del.....	2.33	2.58	1.66	1.72
" ".....	Nassau, Del.....	2.31	2.55	1.66	1.72
" ".....	Princess Anne, Md.....	2.25	2.47	1.66	1.72
" ".....	Townsend, Del.....	2.33	2.58	1.66	1.72
" ".....	Waynesboro, Pa.....	2.34	2.55	1.78	1.86
" ".....	Worton, Md.....	2.33	2.58	1.66	1.72
Swavely, H. R. Dairy.....	Pottstown, Pa.....	—	2.85	1.69	1.77
Sylvan Seal Milk Co. (Del. only).....	F. O. B. Farm.....	2.10			
Turner & Wescott.....	Glen Roy, Pa.....	2.43	2.65	1.80	1.88
Walnut Bank Farm.....	Quakertown, Pa.....	2.63	2.98	1.84	1.92
Waple Dairies.....	Tyrone, Pa.....	*2.57	2.70	1.69	1.76
Wawa Dairy Farms.....	Wawa, Pa.....	2.48	2.98	1.84	1.92

* The amount paid on account was equivalent to this price.

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

Secondary Markets

ALTOONA-HUNTINGDON

Conditions in this market are very good right now, with the supply and demand being about even.

The regular meeting of the committee was held on December 20, at which Kenzie S. Bagshaw gave a report of the meetings of cooperative and other farm organization leaders held at State College that week.

Directors H. B. Stewart and Coy E. Mearkle discussed with the committee the proposed membership drive of the Cooperative. This received the whole-hearted support of the committee.

Plans for District dinners were discussed, with proposals made which, if they materialize, will assure a wide-spread attendance of members and their wives. The Districts in each case will provide tickets to the members and the secondary market will supply a second ticket to be used by the member's wife.

The Advisory Committee for the coming year is as follows:

Roy W. Crissman, Hollidaysburg, Pa., R. 2
Preston C. Smith, Martinsburg, Pa.
Stanley Helsel, Claysburg, Pa.
Geo. L. Greaser, Williamsburg, Pa., R.D.
A. Roller Fleck, Altoona, Pa., R. 3
M. M. Hoover, Port Matilda, Pa.
E. J. Farabaugh, Loretto, Pa.
Wilbur J. Little, New Enterprise, Pa.
John J. Snyder, Everett, Pa., R.D.
D. Clyde Filler, Bedford, Pa., R. 4
J. Carl Oster, Bedford, Pa.
Dent S. Peterson, Penna. Furnace, Pa.
W. H. Knarr, Tyrone, Pa., R. 4
Paul Robb, Huntingdon, Pa., R. 4
James A. Allison, Aitch, Pa., R. 1
Granville Runk, Shireleysburg, Pa.
Brown Harman, Alexandria, Pa., R.D.
F. M. Stever, Calvin, Pa.
John Martin, Huntingdon, Pa., R. 4
Lester J. Aurand, Lewistown, Pa., R. 3

TRENTON

The Trenton Inter-State Milk Marketing Committee extends Greetings and Best Wishes to all Inter-State members for a successful and prosperous New Year.

The milk supply in the Trenton Area is steadily on the increase as we go to press, but as yet has not reached alarming proportions.

As announced in the December Review, the Trenton Inter-State Milk Marketing Committee will meet on January 15 at which time it is hoped to arrive at the percentage of established norm to be used for 1941.

A check-up shows that with few exceptions members are doing a good job on keeping down the bacteria counts. Continuing this good work will mean a lot to each producer in holding his market

when the spring flush arrives and bacteria difficulties may develop. Any rejections, because of bacteria, sediment, or for any other reason, mean a lower income and possibly reduction in the next year's norm.

In the December Trenton report, we incorrectly stated that Chester McGill of New Hope was a member of the Advisory Committee. This name should have been Frank L. Magill of Doylestown, Pa.

SOUTH JERSEY

The Executive Committee of the South Jersey milk market met on December 10, with the officers and delegates of Locals in the area, for a discussion of milk legislation at the coming session of the New Jersey legislature. The officers of the South Jersey market met later with the officers of the Trenton market for a further discussion of this subject.

Any member with suggestions to offer on milk legislation is asked to get in touch with Floyd R. Ealy, market manager, or any member of the Executive Committee.

Three dinner meetings are announced for South Jersey during the next several weeks. The Deerfield and Bridgeton Locals will meet at the Stowe Creek School at 6:30 P.M. on January 14. The Burlington County Local dinner will be held at 6:30 P.M. on January 15, at a place yet to be announced. The Salem, Woodstown and Mullica Hill Locals will hold their dinner meeting at Woodstown Grange Hall at 6:30 P.M. on January 31. Each member will be sent a notice with a detailed program and his own dinner ticket.

LANCASTER

The Executive Committee of the Lancaster market held its meeting on December 16. The manager reported that several producers were having difficulty maintaining their quality and this was traceable, to

a great extent, to improper cooling.

There was a thorough discussion of the proposed amendments to the New York milk marketing order and a series of meetings was held later that week for discussion of these amendments with the members. Based upon the consensus of these meetings the Cooperative was asked to vote favorably.

The November price under the New York marketing order was \$2.17 per hundred pounds f.o.b. the 201-10 mile zone. The price at Lancaster, due to its location, was \$2.205. The 200-mile zone price was calculated upon the following percentages and class prices:

CLASSES	PERCENTAGES	CLASS PRICES
I Priced	57.77	\$2.65
I Relief	.49	2.08
II-A	20.31	1.997
II-B	1.92	1.77
II-C	3.66	1.62
III-A	2.21	1.616
III-B	.17	1.77
III-C	9.21	1.38
III-D	2.80	1.345
IV-A	1.15	1.27
IV-B	.31	1.319

WILMINGTON

The supply of milk in the Wilmington market has been somewhat short at times the past fall. Several dealers bought an occasional supply of milk from sources which ordinarily use their milk for manufacturing, and by doing so have avoided the necessity of taking on additional producers. This would have expanded the milk shed and increased the probable surplus next spring. Markets were found for six local producers who joined the Inter-State during this period.

The Wilmington inspection program has been making good progress and for the most part has worked smoothly. According to the report of Robert Gray, inspector, several new milk houses have been built, stables remodeled and a few new barns erected. Practically all producers are equipped with ice or electric coolers.

Plans are under way for a dinner of members in District 9 (New Castle county). Members are asked to watch for notice of place, date and time, which will be sent by mail.



Mrs. F. W. Rosenberry, Gordonville, Pa., sends us this picture of modern plowing methods.

A Page For Inter-State Women

Records Do Mean Something

"I HAVE BEEN called a Scotchman. a tightwad and everything, but my husband and I never go without really necessary things. Perhaps we do go to the movies only once a month, but if one wants success one must do without some things in the beginning and plan for the future."

So writes Sylvia Glanden, a 4-H club girl and young homemaker of Kent County, Delaware, who entered the 4-H home accounting contest last year and who is evidently quite sold on the idea that keeping records is a good thing for both young and old to do.

Sylvia was married in 1936 when sixteen. At first both of the young people worked, but, as Sylvia explained, with no plan for spending. Their money just went, sometimes with nothing much to show for it, and they were getting farther and farther behind. Then she started putting down the items that they had to buy weekly so as to be sure their money would go for necessary things first. This helped them to plan a little better, but still didn't tell the whole story of where their money was going. In 1938, Miss Helen L. Comstock, 4-H Club Leader for Kent County, Delaware, persuaded her to try using the farm family account book, put out by the Home Economics Office at Washington.

Difficult at Start

The first year it was rather tough sledding, for her husband was not greatly interested and it was very difficult to keep track of the things he bought for the household and his own personal spendings. The account was quite incomplete but she still stuck to it. The next year, he realized that she was really serious about it all and began to help her out. There were still "unaccounted for" items each month, but working together they have gradually been able to pick up all the loose ends, until now Sylvia writes us quite happily "So far in 1940, we have even records." In other words, their record of money coming in and money going out checks exactly and most important of all, the young couple are using their figures as a basis for planning future expenditures. It was easy when they worked together.

Following are their expenses for the two years of 1938 and 1939, and

MISS LOUISE R. WHITCOMB
Delaware Home Management Specialist, tells us how carefully kept records helped solve the financial problems of this young couple.

their plan for 1940 spending which is based upon these figures. There is now a young daughter in the household. She, of course, while bringing a lot of happiness to the family, has added to the expenses.

Item	Spent in 1938	Spent in 1939	Their 1940 Budget
Food	\$225.00	\$255.01	\$ 300.00
Clothing	30.50	40.67	50.00
Personal	29.50	54.32	55.00
Health	24.00	28.50	25.00
Housing & Furnishings	124.00	186.30	200.00
Operating expenses	32.00	102.88	100.00
Automobile	328.00	192.74	300.00
Education	—	—	6.00
Recreation	5.00	60.70	50.00
Gifts & donations	4.00	14.08	20.00
Savings, insurance, etc.	6.50	20.09	90.00
TOTALS	\$808.50	\$955.29	\$1,196.00

The Glanden family have learned a lot from keeping these records. In Sylvia's own words, "Keeping accounts has given us the desire to save. We first started a Christmas Fund, then started planning for a home of our own. We are now trying to buy a building lot. I can help out at home by my large amount of canning, by having a nice garden and by home sewing, and by keeping my family well through serving the right kinds of foods. We save on meat bills, too, by having our own."

Plans Are Working

Sylvia's record of 1940 is a continuation of this story of better planning. There are fewer leaks now than in her records of 1939. The young people do some very careful buying based upon the money they have available. They do not believe in running up bills. Only big items like a new automobile, or the oil heater just purchased, have been paid for monthly this year. In moving last fall, they were fortunate in having a larger space for a garden. That Sylvia has made

good use of it, is evident from her canning report coming recently into Miss Comstock's office of over 350 jars of fruits and vegetables of 24 different varieties already put up. As her daughter grows, the home sewing done by Sylvia will mean still more. A little is earned by outside sewing for others.

Example For Others

Undoubtedly, three years of knowing where their money has gone has helped this young couple in their financial planning. Sylvia won national recognition for her 4-H home accounts story last year and, incidentally, a worthwhile cash prize. She has been very generous of her time in her community, helping with 4-H club work. Her story of how she persisted with her planning has been told at two State Home Demonstration meetings and has made a deep impression upon the older women, who are apt to think that record keeping is just one more thing in their already too crowded lives. Many have since told me that they wish they too, at seventeen, had realized what a help this money management might be.

Oregon Voters Decide In Favor of Milk Control

Last November, under a law existing in Oregon, the question of continuing milk control in that state was put to the vote of the people of the state. It is interesting to note that the people of the state, through their ballots, declared in favor of the continuation of milk control.

Reports indicate that in all except a few thinly populated sections of Oregon, the majority of the voters expressed a preference for milk control over no control. Not only did the fluid milk producers come through in favor of control, but also consumers in most cities.

It is significant, also, that previous to the election, many of the distributors, in fact it is reported that a majority of them, worked aggressively along with producers for the retention of the milk control law.

Boarder: "This steak is like a cold day in June—very rare."

Landlady: "Yeah, and your bill is like a day in March—very unsettled."

Milk Contest at Farm Show Is a "Quality" Event

THE competition at the milk show provides one of the most educational and interesting features of the annual Pennsylvania Farm Products Show. This department is open to all milk producers and distributors in Pennsylvania, each contestant being limited to one entry. This entry consists of 4 pint bottles of milk and, according to the rules of the show, must be a composite of the milk from the entire dairy herd. Complete details covering the preparation and shipment of entries can be obtained from any Pennsylvania field representative of the Inter-State (see list on page 4).

Briefly it is required that the samples used in the competition be from milk produced on Thursday, January 16, with the entry blanks all accurately and completely filled out, and that the entries be shipped so as to arrive at the Farm Show Building not later than 9:00 A.M. on the Saturday before the Show. The entry blanks must be filled out in duplicate.

How Quality Is Scored

In the scoring of the samples, a score of 100 will be considered perfect. A bacteria count of 500 or less would be given a score of 45 on that one point, with deductions for higher counts. On flavor and odor, a score of 25 would represent perfect in these respects, while 10 points are allowed as perfect on visible dirt, showing a complete absence of any dirt visible either in the bottle or by means of a sediment tester.

Fifteen points are allowed on acidity, with a perfect score in that respect being given if the acidity shows 0.18 percent or less. The remaining five points apply to the

condition of the bottle and cap, with deductions for any imperfection or any condition which would detract from the appearance of the container.

Class I is designated as raw milk from producers whose herds are tested for both tuberculosis and Bang's disease under the regular Pennsylvania plan for the eradication of these diseases. This class has three sub-divisions, according to size of herd, with 10 prizes in each division.

Class II, also with three similar sub-divisions, is for raw milk from producers whose herds are tested for tuberculosis under the regular Pennsylvania plan. Class III, with two sub-divisions, is for producer-distributors. Class IV is for certified milk, Class V for pasteurized milk.

Special Inter-State Award

The Inter-State Milk Producers' Cooperative is continuing its policy of awarding a special prize for the highest scoring sample of milk at the Show produced by one of its members. Other special prizes are awarded by several other dairy marketing organizations and breed associations.

One of the outstanding benefits a producer can derive from this Show is to find the comparative score of his milk as produced under his every-day farm conditions. An alternative benefit is to measure the value in increased quality of milk by giving it special care so as to score as high as possible under the score card to which milk samples at the Show are subjected.

Blanks for use in entering this milk exhibit can be obtained from Inter-State fieldmen or by writing to the office.

an intensive training course in ice cream making will be given.

A short course in market milk and milk control will be given from February 3 to 15.

An old Scots woman was wandering through a museum with her grandson when they came to the usual statue of Venus de Milo, with half an arm missing on one side and the whole arm cut away on the other. "There ye are, my lad," pronounced the old lady, wagging her finger at the youngster. "That's what comes o' bitin' your finger nails!"

Dairy Short Courses

A 4-week short course in dairy farming, at Pennsylvania State College, opens on January 8 and runs to February 5. This course will give well-rounded instruction on dairy farm subjects and will be followed by a 2-week course designed especially to fit men for work as Dairy Herd Improvement Association testers.

Persons interested in the study of dairy manufacturing subjects may attend a two-weeks course at Pennsylvania State College from January 6 to 18, covering dairy testing and the making of butter and cheese.

From January 20 to February 1,

Better Co-Op Meetings

As 1940 runs its course and a new year opens all of us are making resolutions to perfect ourselves, our homes, our organizations, and our communities. Officers and leaders are thinking in particular of ways in which the work of their co-operative can be strengthened. Most of us realize that **attendance** is dependent on interest, that **interest** is dependent on the kind and quality of programs, and that good **programs**, in turn, are the result of effective **leadership**.

What is our task as leaders? How can we strengthen our programs? Acrostically speaking, to achieve better co-op meetings we must:

Begin on time. Develop punctuality. Eliminate side issues and matters distinctly out of place.

Temper a solid program with action, singing and fun.

Try to make each meeting different from all previous ones.

Encourage joint action in solving common problems.

Relate talks and discussions to the everyday lives of people.

Challenge the thinking of members by some new idea.

Offer opportunity for all to participate in the affairs of the organization.

Organize program in terms of aims and objectives. Where are we going? What are we accomplishing?

Plan and prepare the program well in advance so the meeting will progress smoothly and swiftly.

Make the room comfortable—temperature, ventilation, seating arrangement, and lights.

End the meeting while the people still want more.

Enroll many helpers and leaders. Don't overwork a few.

Teach members to act promptly on motions and business.

Introduce each number or speaker in an appreciative, informative manner.

Notice timid, backward people and draw them into things.

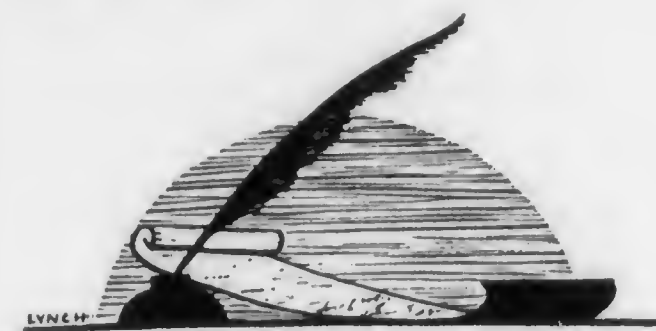
Give appreciation to those who helped in any way.

Study your successes and failures, collect materials and ideas, and plan for the future.

If we believe in the above principles and conscientiously attempt to put them in effect, we can make the **New Year the best year yet.**

Note: A detailed circular "Better Rural Meetings" can be secured without charge from County Extension Offices.

R. W. KERNS, Pennsylvania State College



By JEAN MACKEY

ONE of the nicest things about January is its newness. "Turning over a new leaf" isn't just a phrase, you know. It really happens. Think of all the calendar pads that get you off to a fresh start on its first day—all the new engagement books—all the fresh notebooks.

Your Dairy Council reporter is no exception, but she has one peculiarity. She likes to take her first sheet of paper to make a note of the last year's highlights—things to remember from those crowded days of 1940. And here are just a few of the things that the Dairy Council remembers as it starts a new year, a few scattered snapshots out of its 1940 album, before we turn the page and face again the horizons of our work and our service.

First of all a certain parent-teacher's meeting out at the Howe



School in Philadelphia comes to mind. "The Story Book Frolic" was the name of the play given by fifth and sixth graders under Dairy Council direction that night. Hiawatha and Heidi, Alice in Wonderland and Peter Pan, Robinson Crusoe and Tom Sawyer were all there displaying their talents to a group of about one hundred and twenty-five proud parents. The play went off very well and the story of milk appeared to be striking home to both actors and audience that night. But the thing your reporter remembers best was Alice in Wonderland's rabbit, played by an able actress from the fifth grade. It had one ear that simply wouldn't stand up! Now perhaps that doesn't sound funny to you, but to the audience, that drooping ear was the humorous cream of the performance!

Then there was the Dairy Council's own twentieth birthday party, given in the re-opened Dairy Dell in

January Jottings

The Dairy Council Starts a New Year by Looking Back—Before Preparing to Go Forward Again!



Franklin Institute on Tuesday, November 26. Over 200 guests came, tasted a delicious luncheon, and, we hope, left feeling that they had had "a wonderful time."

Honor guests were Dr. Michener of Benjamin Franklin High School, Miss Lora Scott, former Philadelphia school principal, Miss Sarah Pyle of the People's Settlement House, Wilmington, Del., Mr. Richard Lloyd of Franklin Institute, and Dr. Hannah McK. Lyons who has long been associated with Dairy Council activities. Decorations—the ladies will be interested in this—were especially appropriate. The luncheon menu was chosen from the Dairy Council's new food demonstration which you have already had described in this magazine—"Now We're Americans." Color scheme was red, white and blue and this was carried out in the white chrysanthemums with tall red candles in their center, and the deep blue ribbons which stretched in Maypole effect to the four small milk bottles at each table. When the candles were lighted, the Dairy Dell looked like a "fairy dell" and the aides, dressed in dark, blue dresses with red, white, and blue aprons, each wearing a tiny corsage, fitted into the background perfectly.

After eating a most tempting luncheon, finishing off with cakes and ice cream in traditional party style, the guests were entertained by the various honor guest speakers and then were taken to Franklin Institute's famed Planetarium for a trip through the skies. This is one of the most fascinating places imaginable, as any of you who have been there know, and needless to say it was a "birthday surprise" very welcome indeed.

Dairy Council workers who visited

Johnstown in the fall had numerous adventures, humorous and otherwise. They tell the story about a very sophisticated fourth grader who announced quite seriously to Miss Myra Boucher that he had "seen a lot of shows in my time, but yours is the best I ever saw." There was a compliment for a Dairy Council puppet show worth having!

And we mustn't forget the poor young woman who posed for us in Bonwit Teller's recreation room at the milk dispenser. She drank one bottle of milk while the photographer was getting ready to snap her, one while she posed for a picture, and a third while she waited for the next one to be taken! And she seemed to like it! Incidentally, since Bonwit's have installed their milk dispenser, the sale of soft drinks has dropped about fifty percent among the salesgirls, and judging by our young model, the milk consumption in this area ought to go up considerably!

And now, just to top off our 1940 resume, we want to show you our prize snap on the subject of "How to Keep Children Happy and Healthy". Look at the cover of this issue, and you'll see why it wins our picture contest for the year.

As we begin our twenty-first year of work in the communities in and around Philadelphia, we do so with the wish that your own new year may be as full of interest and inspiration and accomplishment as we known ours will be!



National Milk Producers' Federation Discusses Defense and Co-op Problems

WITH 250 delegates and guests benefitting from three days of exploration into such vital subjects as the dairy industry's part in the national rearmament and mobilization program, the probable effect of the war on the dairy industry, services of DPMA, nutritional, educational and advertising campaigns for increasing the consumption of dairy products, and the menace in federal food labeling regulations and fixing of retail prices in public milk price control programs, representatives of 256,540 dairy farmers in 42 states closed the 24th annual convention of the National Cooperative Milk Producers Federation at the Fontenelle Hotel, Omaha, Nebraska, on December 6.

A high degree of interest was maintained throughout the session, because of timeliness and thoroughness of the discussions, and the convention, the first ever held in Omaha by the Federation, goes into the records as one of the most beneficial that it has ever held.

The highlight of the gathering developed in two addresses relative to the war and this country's defense program and the effect of both on agriculture generally and the dairy industry particularly and resulted in the convention "pledging wholehearted support and cooperation to the needs of our country in the program of national defense."

At War's End—What?

And, looking to the time when the almost world-wide war will come to an end and the stress of the national defense program will be removed, the convention recommended that the National Council of Farm Co-operatives organize a special committee to study the position of agriculture in the post war pattern of national economy.

Delegates were enthused by reports that the dairy industry's national advertising and education campaign—long urged by the Federation—for increasing the consumption of dairy products, is receiving "a cooperative merchandising lift . . . which will make it a merchandising masterpiece," but a bit later they were sobered when the counsel for the Federation told them that the "dairy industry is behind the 'eight ball' in the problem of federal food labeling regulations" and that "the situation should not be taken lightly because it threatens to completely disrupt all future plans for a live

consumer educational and advertising campaign".

In resolutions the convention endorsed the operations of DPMA and condemned the "unreasonable, impractical and extra-legal administrative constructions being placed on the federal food, drug and cosmetic administration." It attacked the operations of "pseudo-cooperatives which are directly or indirectly controlled by distributors, chain stores and groups other than producers of agricultural commodities" and "which seek to serve agriculture, both as selling agencies for cooperatives and buying agencies for large chain stores, or independent retail distributors, and in the guise of producer-owned and producer-controlled cooperatives oppose or misrepresent the true interests of farmers."

Curb "Pseudo-Cooperatives"

To curb such "pseudo-cooperatives" the delegates voted to endorse the Gillette bill which would tighten the law against inroads of such organizations.

The convention went on record for renewed support of its "program for agriculture," voted support for amendments to the national labor relations (Wagner) act which will bring a distinct betterment in the definition of "agricultural laborer" and for future amendments which will definitely exempt the agricultural laborer on the farm as well as in the processing of agricultural commodities.

It recommended extension of the bureau of agricultural economics' news service to include a weekly cheese report, opposed removal of such agencies as the forestry service from the Department of Agriculture and urged restoration of the independent status of the Farm Credit Administration.

Delegates endorsed a 5-point program to develop more efficient milk production.

Entertainment at the annual dinner meeting was provided by radio talent supplied by the Nebraska-Louisiana Non-Stock Cooperative Milk Association and milk served at the table came from the same source. The cheese was supplied by Land o' Lakes Creameries, Inc., Pure Milk Association, Tillamook County Creamery Association, United Dairymen's Association and the Wisconsin Cheese Producers' Federation Cooperative.

"Daddy" Willits Honored

At the dinner meeting, the delegates and guests paid tribute to "Daddy" (Frank P.) Willits, Ward Pennsylvania, one of the organizers of the federation and a most valuable leader. When he was called to the speaker's stand, the gathering expressed its gratitude for his fine leadership in an ovation that deeply touched the 84-year old youngster.

All officers and all directors, with one exception, were re-elected, the choice of Mr. N. P. Hull for the presidency being for his eighth consecutive term.

Ball: "What is silence?"

Hall: "The college yell of the school of experience."

A distinguished visitor to an insane asylum went to the telephone and found difficulty in getting his connection. Exasperated, he shouted to the operator: "Look here, girl, do you know who I am?"

"No," was the calm reply, "but I know where you are."

"Professor, your laboratory has exploded into the air."

"Good. That means that my experiment has succeeded."

This modern dairy barn, owned by George J. Laffey, Kennett Square, Pa., accommodates 85 animals, not counting calf pens. Picture sent by Anna M. Laffey.



Penna. Co-op Leaders Discuss Farm Problems

Pennsylvania agricultural organizations held two meetings at State College in mid-December. On December 19 the Pennsylvania Association of Co-Operative Organizations met and discussed numerous problems confronting cooperatives of the state. Among other actions was the passing of a resolution urging the National Congress to re-establish the Farm Credit Administration as a separate governmental agency.

The Association re-elected J. K. Stern, formerly of Lancaster and now at Springfield, Mass., president for the ensuing year; R. D. Marshall of Beyer, vice-president; and Walter C. Nickles of Shippensburg, secretary-treasurer.

The Pennsylvania Council of Farm Organizations met on December 20. They analyzed thoroughly the problems of the College of Agriculture as they might be affected by legislation at the coming session and recommended several increased appropriations for agricultural research work.

It was the expressed feeling of this group that to a great extent the School of Agriculture at State College has not received the consideration that it deserves, considering the importance of agriculture in the Commonwealth. It is making specific recommendations to the incoming legislature for appropriations for the School of Agriculture, which include funds to build a horse barn, for the erection of a field building for the crops department, special barns for dairy research and added funds for agricultural economics research and research on bee-keeping problems.

The total appropriation recommended by this group for the coming two years was \$431,912 for agricultural research. This is an increase of \$177,476 over the appropriation of the two-year period now being completed.

The Council elected as its president for the ensuing term, Benjamin H. Welty, president of Inter-State. George Slocum of Milton, Pa., former president, was named vice-president and Miles Horst of Harrisburg was continued as secretary-treasurer.

John W. Shaffer Wins "Star Farmer" Award

An outstanding honor was conferred upon John William Shaffer, 18-year-old vocational agriculture student of Bedford, Pa., who was named "Star Farmer" of the North Atlantic region at the 13th annual Future Farmers of America convention. John is the fourth generation of Shaffers to live and work on the home farm.

During his four years of high school, John cleared nearly \$1000 and his farming enterprises are valued at more than \$1500. He received \$150 for the regional Star Farmer award.

Taxes don't worry us as much as lack of income.

"I see by the paper that nine professors and one student were killed in a wreck."
"Poor chap."

Barber (shaving a customer):
"Will you have anything on your face when I've finished, sir?"
Client: "It doesn't seem likely."

FAST MILKING DOES GET MORE MILK!

and **Surge**

IS THE FASTEST MILKER EVER BUILT!

SURGE MILK TRAVELS ONLY 4 INCHES INSTEAD OF 4 FEET FROM TEAT TO PAIL. JUST 4 PIECES OF RUBBER TO WASH



Surge Outells All Other Milkers! Mail Coupon Below and Learn WHY!

Authorities agree that faster milking DOES get more milk—and Surge is the fastest milker ever built! NO claws. Made of rust-proof, easy-to-clean Stainless Steel. Surge's exclusive Adjustable, Variable Pull feature enables you to do a faster, cleaner, more profitable job with less labor. Sold on Easy Terms.

NEW -Surge MILK COOLER

— The Only Cooler With Shrouded Air Current —

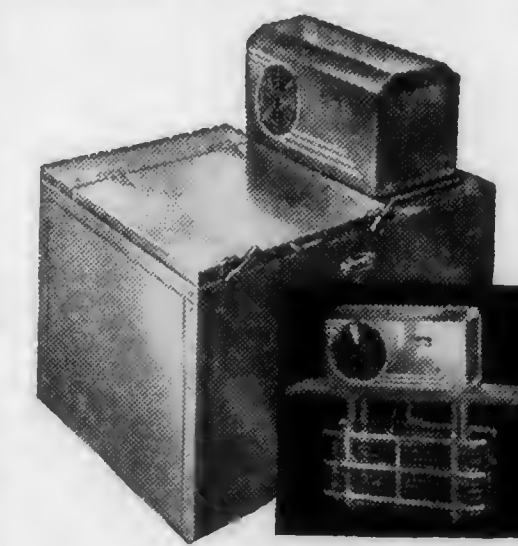
Gives You More Cold for Your Dollar!

Surge's proved superiority has come about through an exclusive new cooling principle . . .

SHROUDED AIR CURRENT which puts every bit of air to work cooling the entire condenser and greatly increasing the efficiency (explained in our catalog).

BIG ICE RESERVE keeps the cooling water ice-cold and cools the milk faster.

FACTORY SEALED COMPRESSOR UNIT comes to you ready to run. Does not require a refrigeration engineer . . . Factory adjusted for maximum efficiency and can be installed in Factory-Made Steel Insulated tank or your own insulated concrete tank. Sizes: 2 to 30 can capacity. Easy Terms! Mail coupon below!



Factory Sealed Unit—
Easy to Install . . . Easy to Take Out

To FIND OUT About the Above Products and Any Other BABSON Equipment

CHECK AND MAIL THIS COUPON TODAY!

THE BABSON NAME PLATE is the best guarantee of durability . . . reliability . . . and performance that your money can buy. Good Territory Open to Dealers and Agents

BABSON BROS. CO. of N. Y., 566 Spencer St., Dept. 6831, Syracuse, N. Y. Gentlemen: Please tell me what the Babson products I have checked will do for me. Also send me your EASY TERMS.

☐ SURGE MILKER ☐ SURGE COOLER
☐ Dairy-Maid Heater ☐ Babson Filter-Cooler ☐ High Line Fencer
☐ Automatic Fly Control ☐ Surge Parlor Stall ☐ Battery Fencer

Name:

Town: R. F. D. State:

I milk cows, giving cans of milk per day.



Here is the biggest electric ANIMAL CLIPPER bargain ever offered. Now you can get a genuine Andie—the original single unit clipper—at the lowest price in history. The Andie is easier to operate—its weight rests on the animal as you guide it with the form fitting handle. Has a more powerful, fan cooled and dust sealed motor—no shafts or stands. Blades run on hardened steel roller bearings—are quickly interchangeable for clipping cattle, horses, sheep, dogs, etc. The Andie is the choice of leading dairymen, Army Pests, Hunt Clubs, and breeders everywhere.

Low Cost Operation—A Battery Runs It! You can run an Andie all day for a few cents. There is a model for every current: Standard 110 volt AC or DC; only \$17.50. Models for 6 v. storage battery, 9 v. Delaval Unit, 32 v. light plant, 220 v. High Line, 32 extra, 20 feet of unbreakable rubber-covered cord regular equipment.

10 Days Trial—Send only \$1 (specify voltage wanted)—pay postman balance (we pay postage) or get your Andie from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.

Money-Back Guarantee

ANDIE CLIPPER CO., Dept. 17-A Racine, Wis.



FOR PICTURES ENTERED
IN THE REVIEW
PICTURE CONTEST

CASH
PRIZES

Prizes: \$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to: Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements of Picture: Clear, sharp outlines, attractive background. Farm subject that will interest others on its merit.

Description of Picture (Brief)

Identification of Sender

(Unused pictures will be returned)

She: "Have you put the cat out, darling?"

Darling (sleepily): "Naw, I didn't even know it was on fire!"

Farmer—Cows give more milk if you treat them with affection.

City Flapper: A milkman will do the same thing and besides—who wants to kiss a cow!

Dairy Product Prices Weaken

BUTTER prices reached a new 2-year high in December. The price of 92-score butter at New York opened in December at 34.5 cents, advanced to 36 cents, where it held from December 6 to 17, then dropped back to 33 cents at the end of the month. The month's average was 34.86 cents as compared with 30.15 cents in December 1939.

Cream prices at Philadelphia ranged from \$16.50 to \$17.00 per 40-quart can of 40 percent cream the first week of December. With the drop in butter prices the cream price then eased off to a range of \$15.00 to \$17.00 per can during Christmas week. This was equivalent to about \$1.95 per hundred pounds of 4 percent milk, as compared with the December Class II price of \$1.92 per hundred pounds, f.o.b. Philadelphia.

Class II and III prices, which are based on butter, have been given a corresponding boost. In December, 1939, the Class II price of 4 percent milk was \$1.70 per hundred-weight, f.o.b. Philadelphia, while in December, 1940, the price was \$1.92. The Class III price for the same periods increased from \$1.26 to \$1.44 per hundred pounds. These higher Class II and Class III prices, plus generally higher Class I percentages, should help to increase the December average weighted price.

Milk deliveries for the week ending December 21 averaged 249 pounds per day per dairy in the Philadelphia market, as compared with the season's low of 239 pounds during the week ending November 23, according to reports issued by the Agricultural Marketing Service of the USDA. Daily milk deliveries per producer, according to Inter-State data, averaged 11 pounds more in November, 1940, than in November, 1939.

Another Federal Government report says "Despite the third sharpest decline on record, milk production per cow in the United States on December 1, was still a record high for the date." According to this report, milk production per cow in New Jersey was down 0.6 pound from last year while Pennsylvania production was up 0.5 pound and Maryland production showed an increase of 0.6 pound per day.

Fluid milk sales increased 3.11 percent in November as compared with a year earlier, according to reports from leading distributors to the Milk Industry Foundation. Milk company payrolls decreased 1.24 percent and employment decreased 2.25 percent for the same period.

Fluid milk prices to producers in

other markets were either stable or showed some increase. No reductions were reported. The Class I price to producers advanced in the following Ohio markets: Akron, 25 cents per hundredweight; Columbus, 27 cents; Cleveland and Canton, 30 cents; Cincinnati, 35 cents; with one cent per quart increase in consumer prices being reported at Akron and Columbus. Other Class I increases were reported at Indianapolis, Ind., 29 cents; Minneapolis and St. Paul, Minn., 25 cents; Tulsa, Oklahoma, 12 cents; Los Angeles, Cal., 17 cents.

Evaporated milk production during November totaled 134 million pounds, 8 percent over November of last year. Production for the first 11 months of 1940 was 14 percent over the same period of 1939. Storage supplies of evaporated milk on December 1 were 226 million pounds, a sharp decrease from November 1, but still 20 percent more than on December 1 a year ago. Prices received by producers at condenseries averaged \$1.52 per hundredweight for 3.5 percent milk in November, up 12 cents from October and 4 cents over last year.

Dry skimmilk production for November totaled 22 million pounds, an increase of 2 million pounds over the same month the previous year. However the stocks on hand on December 1, 1940, approximated 36 million pounds as compared with about 28 million pounds one year earlier. Dry skimmilk averaged 6½ cents per pound in November, a slight improvement over October, but was about 1¾ cents less than a year earlier.

Imports of cheese approximated 2 million pounds in October, 1940, nearly 10 million pounds less than during October, 1939. For the first 10 months of 1940, cheese imports totaled 28 million pounds as compared with 49 million pounds one year earlier. In terms of 3.5 percent this would be equivalent to about 210 million pounds of whole milk.

Exports of butter for the first 10 months of 1940 were about 2,400,000 pounds as compared with 1,800,000 pounds for the same period one year earlier. Exportation of cheese increased only 28,000 pounds, but processed cheese and cheese spreads increased nearly 500,000 pounds. Exports of condensed milk for the period of January-October, 1940, inclusive, increased from 2 million to 20 million pounds and evaporated milk exports for the same period increased from 23 million to 108 million pounds.

Feed prices for December, 1940, were up generally from 1 to 10 per-

cent over November, except that corn meal was slightly lower. The December, 1940, prices as compared with December, 1939, showed wide changes varying from a 20 percent decrease (linseed meal) to a 16 percent increase (corn meal).

DECEMBER, 1940, BUTTER PRICES			
92-Score, Solid Pack			
Date	Philadelphia	New York	Chicago
2	35 1/4	34 1/2	34 1/2
3	36	35 1/4	34 3/4
4	36	35 1/4	34 3/4
5	36 1/4	35 1/2	35
6	36 1/4	36	35 1/4
7	—	—	35 1/4
9	36 1/4	36	35 1/4
10	36 1/4	36	35 1/4
11	36 1/4	36	35 1/4
12	36 1/4	36	35 1/2
13	36 1/4	36	35 1/2
14	—	—	35 1/2
16	36 1/4	36	35 1/2
17	36 1/4	36	35 1/2
18	35 1/4	34 1/2	34 1/2
19	35 1/4	34 1/2	34
20	35 1/4	34 1/2	33 3/4
21	—	—	33 1/4
23	34 3/4	33 3/4	32 1/2
24	34	33 1/2	32 1/2
26	34	33 1/4	32 1/4
27	34	33 1/4	32 1/2
28	33 1/2	33 1/4	32 1/2
30	33 1/2	33	32 1/4
31	33 1/2	33	32 1/4
Average	35.66	34.86	34.19
Nov. '40	33.79	33.13	32.43
Dec. '39	30.51	30.15	29.54

Meeting Calendar

January 8—District 7 dinner meeting—Hostetter's Play Barn, Bird-In-Hand, Pa., 11:00 A.M.

January 8—District 6, Meeting of Local officers and delegates—Kempston Hotel—7:30 P.M.

January 9—District 17, Meeting of Local officers and delegates—Court House, Doylestown, 7:30 P.M.

January 10—District 25 dinner meeting—Smithsburg, Md., Community Hall, 11:15 A.M.

January 13—Lancaster Inter-State Milk Marketing Meeting—Farm Bureau Building, Lancaster, 1:30 P.M.

January 14—Dinner meeting of Deerfield & Bridgeton Locals—Stowe Creek School, 6:30 P.M.

January 15—Burlington County Dinner Meeting—Columbus Grange Hall, 6:30 P.M.

January 15—Trenton Inter-State Milk Marketing Committee—19 W. State Street, Trenton, N. J.

January 17—District 1 Dinner meeting—Keystone Grange Hall, Trappe, 11:00 A.M.

January 20-24—Pennsylvania Farm Show—Harrisburg, Pa.

January 21—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.

January 23—Wilmington Inter-State Milk Marketing Committee—Newark, Del.

January 28—Alloua-Huntingdon Inter-State Milk Marketing Committee—Hollidaysburg, Pa.

January 28—Joint dinner meeting of Cochranville, Oxford and Kumblesville Locals—Presbyterian Church, Oxford, Pa., 12:00 noon.

January 28-31—New Jersey Agricultural Week and Farm Show—Trenton, N. J.

January 30—District 13 Dinner meeting—Huntingdon. Hour and place to be announced.

January 31—Dinner meeting of Salem, Woodstown & Mullica Hill Locals—Woodstown Grange Hall, 6:30 P.M.

February 5—Dinner meeting, Southern Lancaster & Quarryville Locals—Methodist Church, Quarryville, Pa., 12:00 noon.

February 7—District 8 meeting—Kimberton. Hour and place to be announced.

March 4—District 11, luncheon meeting of Local officers and delegates—Greyhound Post House (Route 1—between Oxford and Nottingham).

Field and Test Department

November, 1940, Report

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during November, 1940.

Farm Calls.....	1526
Non-Farm Calls.....	356
Butterfat Tests.....	3762
Plants Investigated (first half Nov.).....	23
(second half Nov.).....	27
Herd Samples Tested.....	348
Brom Thymol Tests.....	146
Microscopic Tests.....	44
Membership Solicitations.....	129
New Members Signed.....	21
Local Meetings.....	58
Attendance.....	1261
District Meetings.....	13
Attendance.....	128
Committee Meetings.....	10
Attendance.....	114
Other Meetings.....	12
Attendance.....	1035

Eastern Visitor: "Has the advent of the radio helped ranch life?"

Pinto Pete: "I'll say it has. Why, we learn a new cowboy song every night, and, say, we've found out that the dialect us fellers have used for years is all wrong."

"Darling, let me see the cook book you used. This cake tastes like a typographical error."

Classified Exchange

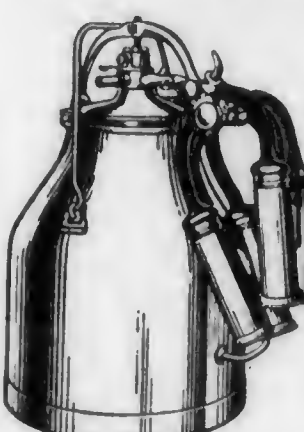
Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPERS

New parts—"CLIPPER SPECIALISTS"—Repairing. Clipper blades of all kinds resharpened. Blades returned next mail. Satisfaction guaranteed. Enclose 50¢ each set. Old concern. Nutley Grind & Repair Co., Nutley, N. J.



DE LAVAL MAGNETIC SPEEDWAY MILKER



The De Laval Magnetic Speedway Milker can be purchased on such easy terms that it will pay for itself while in use.

THE DE LAVAL Magnetic Speedway Milker is far and away the first choice of dairymen because it is indisputably first in every phase of milking performance; first in best, fastest, cleanest milking—first in time and labor saving—first in highest quality milk production—first in simplicity and dependability. These are just a few of the all-important reasons why the wonderful De Laval Magnetic Speedway gets first consideration from dairymen who have decided that their purchase of a milker must be a profitable investment in year after year better milking.

When you think of better milking, think first of the De Laval Magnetic Speedway Milker. The only way to judge and really understand its unequalled milking performance is to try it on your own cows. Your local De Laval Dealer will gladly arrange such a free trial with absolutely no obligation to you.

DE LAVAL CREAM SEPARATORS

De Laval World's Standard Series unmatched for performance, quality, convenience and beauty. De Laval Junior Series offers De Laval quality and performance in smaller capacity machines which can now be furnished with electric motor drive.



THE DE LAVAL SEPARATOR CO., Dept. 6115

New York, 165 Broadway
Chicago, 427 Randolph St.
San Francisco, 61 Beale St.

Please send me, without obligation, full information on { Milker ☐ Separator ☐ check which

Name

Town

State..... RFD..... No. Cows....

Define Contract Responsibility

At the annual meeting of delegates on November 25-26 there was some discussion as to the best means of getting information to our members, so as to outline in detail the members' obligation in meeting the requirements of the market. This discussion was brought up so as to clarify the responsibility of the Cooperative and the member should a member lose an "A" market or be demoted from an "A" to a "B" market. The marketing agreement makes no provision for guaranteeing a special market to any member but does guarantee all members a market as long as the requirements of the market are met by the member.

This subject was discussed thoroughly by the Board of Directors who, at their meeting on September 21-22, 1939, adopted the following resolution to cover these points:

"Producers shall maintain their dairies, cows, barns, utensils and other equipment used in producing and transporting milk or cream, and the condition of their milk or cream, including butterfat content, temperature, bacteria, sediment, quality, etc., in conformity with such standards, rules and regulations as are fixed or made by the state, county, municipality, town or township where said milk or cream is marketed or is to be marketed, or where a market has been found by the Cooperative for said milk or cream."

"Producers shall maintain their dairies, cows, barns, utensils and other equipment used in producing and transporting milk or cream and the condition of milk or cream, including the butterfat content, temperature, bacteria count, sediment, quality, etc. and its minimum quantity, in conformity with the standards, rules and regulations of the approved dealer to whom their milk is shipped or is to be shipped."

"When a producer fails to comply with the standards, rules and regulations fixed under the Producer's Marketing Agreement, the Cooperative shall not be responsible for the disposition of such producer's milk."

"The Cooperative shall not be responsible to any producer for loss of his 'A' bonus, or any part thereof, when such producer is laid off or demoted as an 'A' producer."

Customer: "Listen, barber, I'll never make the train at the speed you're shaving me. Suppose you hold the razor still and I'll wiggle my face."

Laughter may not be convincing but it often sweeps the cobwebs from the brain.

USE THE BEACON WAY TO GET

MORE PROFITABLE MILK PRODUCTION



We are dairymen ourselves and not mere theorists. Photo shows 170-acre dairy farm owned by L. S. Riford, president of The Beacon Milling Co. This modern farm is used in experimental work on dairy feeds by P. E. Newman, Beacon Dairy Specialist.



More than 90 head of purebred Guernsey cattle representing some of the best blood lines in the breed are kept on Mr. Riford's farm.

going "off feed" or having any other ill effects. The ration contains 4³/₄% fat, 18% protein, 9% fibre. Principal ingredients include linseed oil meal, heavy crushed oats, wheat bran, corn distillers' grains and corn meal. Small amounts of soy bean meal, cotton seed meal, and corn gluten feed add to the balance and variety of proteins. Just enough molasses is used to tie in the smaller particles and provide a slightly sweet taste. Every ingredient used in this ration is of highest quality.

It is economical to feed for high production. Start your herd on this feed. Get it from your nearest Beacon Dealer.

THE BEACON MILLING CO., Inc.
Cayuga, N. Y.

We also make feeds for beef cattle, horses, swine, goats, rabbits, dogs, chickens, turkeys, ducks and game birds.



BEACON Dairy Rations

Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXI

Philadelphia, Pa., February, 1941

No. 10



Picture by Eugene Wyble

Winter In The Woodlot

Inter-State Host March 4-5 To North-Eastern Dairy Conference

ON MARCH 4 and 5 dairy leaders from 11 Northeastern States will meet at the Benjamin Franklin hotel in Philadelphia for the sixth annual Northeastern Dairy Conference. This Conference functions as a clearing house of information of interest to dairymen and includes consideration of marketing, legislation, sanitation and educational problems. No resolutions are adopted, talks and discussions being intended as a means of opening up problems and bringing out new developments concerning them.

Active in the Conference are leaders of established dairy cooperatives, state milk control officials, representatives of general dairy organizations, economists and dairy specialists from agricultural colleges in the Northeast territory and also representatives of the United States Department of Agriculture.

All Dairymen Invited

The meetings are open to the public and all dairymen are especially invited to attend the general sessions.

As we go to press the program is in the process of development. The major subjects have been outlined and invitations extended well-known authorities in the various states to participate. It is impossible, however, to give details of the program at this time.

The Conference will open on Tuesday morning, March 4, with E. G. Woodward of Hartford, Conn., president of the conference, serving as chairman. Benjamin H. Welty, president of Inter-State Milk Producers' Cooperative, which is the host organization, will welcome the delegates and visitors.

Among the subjects to be discussed during the Conference is a broad exploration of the price situation confronting dairymen. Dr. F. F. Lininger, vice dean of agriculture at Pennsylvania State College, will serve as chairman of this session.

Will Discuss Advertising

Another subject which will be discussed is the advertising program recently inaugurated by the American Dairy Association and means and methods whereby a larger representation of producers can participate in this activity.

The new food and drug act on labelling regulations affecting dairy products will be discussed by Charles H. Wilson, counsel for the National Cooperative Milk Producers' Federation.

A nationally-known figure in agriculture is being invited to give the principal address at the banquet which is scheduled for the evening of March 4.

One of the sessions will be devoted to the inter-relations of cooperative members, cooperative managements, the market and the public.

Recent developments in the control of Bang's disease will be one of the subjects of the Conference, which will also include reports of standing committees, including a committee on disease control, on herd replacements, on statistical information and on consumer relationships.

Lauterbach Speaks

Many milk producers in the Philadelphia area will be pleased to know that Arthur H. Lauterbach, formerly general manager of the Inter-State and now general manager of the Pure Milk Association in Chicago, appears on the program at one session, but, until the program is more complete, it is impossible to state the day or hour.

The final session will be confined to the business affairs of the Conference, including the appointment of committees and election of officers. In addition to Mr. Woodward as president, officers include B. B. Derrick, general manager of the Maryland and Virginia Milk Producers' Association, vice president; W. Bruce Silcox of Washington, D. C., secretary; and O. H. Hoffman, Jr., treasurer.

Write For Program

Pennsylvanians who are active in an official capacity in the Conference include also C. I. Cohee, president of Philadelphia Inter-State Dairy Council, who is chairman of the Committee on Consumer Relationships; and F. P. Willits, Jr., Inter-State statistician, and John S. Pfautz of the Pennsylvania Milk Control Commission members of the Committee on Dairy Statistics.

A complete program will be sent to all delegates and officers of Locals as soon as available and to any other Inter-State member upon request.



Horsepower, today's and tomorrow's, on the Joseph P. McMakin farm, St. Georges, Delaware. Picture sent by William C. McMakin.

Women's Co-op Market Does Good Business

The Atlantic Farm Women's Co-operative Market, which was described in considerable detail in the August, 1940, issue of the Milk Producers' Review, closed its 1940, season with gross receipts of more than \$7,500. It is expected that the market will re-open early in March.

This is a true cooperative enterprise, with each member owning two shares of stock purchased at \$25 a share. The products sold include fresh vegetables, chickens, eggs and poultry from the farms of members, and pies, cakes, bread and numerous other dishes prepared in their own kitchens. A self-governing committee insists on high standards for all articles sold.

It is reported that many of the women are using their proceeds from this market for improvements in their homes.

"What's that you call your mule?" "I call him Cooperation," answered the old colored man.

"How did you come to give him such a name?"

"Fum studyin' de animal an' readin' de papahs. Dat mule get mo' blame an' abuse dan anyt'ing else in de township, an' goes ahead doin' his work jes de same."

The happiest men are those who are thankful for life's responsibilities not alone for its prizes and pleasures.

Sit Tight

is about the only safe thing to do right now. More people are working, but their wages generally are the same; consumption is up over a year ago but so is production; feed supplies are plentiful; cow population is on the increase; our export markets are gone and some of the producers of these "lost market" crops are bound to turn to milk production.

The New Jersey Milk Control Act expires in the spring; the decision of the Pennsylvania Supreme Court with respect to consignment has rendered the Pennsylvania Act impotent; the

New York Market is in a turmoil and the Secretary of Agriculture has given notice that the New York order is to be suspended February 28.

But there is one thing we can be doing now. We can use this time to increase our membership and husband our resources of morale and money in order to act effectively when the way becomes clear.

O. H. Hoffman, Jr.

N. Y. Order to Be Suspended—New Producer Vote Called

THE future of orderly milk marketing in the New York Metropolitan area is in pretty much of a fog as this issue of the Review goes to press. On page 2 of the January issue, attention was called to the result of the referendum on amendments to the New York Federal-State milk marketing order and that the proposed amendments failed to win the necessary two-thirds majority of producers.

The same article stated that a second referendum would be held so as to give producers an opportunity to again express themselves, inasmuch as the Secretary of Agriculture would feel compelled to suspend the marketing order if the amendments failed to win the required approval.

As a result of this action several producer groups petitioned, in the Federal Court at Washington, D. C., for an injunction to prevent (1) a new referendum and (2) the suspension of the order on February 1 as indicated by the Secretary as being the other alternative.

Injunction Obtained

This injunction was granted on the grounds that the secretary had stated that the order would be suspended as a matter of "policy." The judge expressed the opinion that the order could not be suspended "unless and until he (Secretary of Agriculture) finds that said order No. 27, as now in force, or any provision thereof, obstructs or does not tend to effectuate the declared

policy of said Act of Congress," (the Act of Congress refers to the Agricultural Marketing Agreement Act).

This action was handed down by Justice Jennings Bailey on January 16, and on January 18 a release from the Department of Agriculture announced the suspension of the New York milk order as of February 28. This release read in full as follows:

"Secretary of Agriculture Claude B. Wickard late yesterday suspended the Federal order regulating the handling of milk in the New York metropolitan marketing area, effective at 11:59 P.M., E.S.T., February 28, 1941.

"The order to suspend followed finding by the Secretary, after consideration of evidence introduced at public hearings last October and other evidence available that the New York order as amended, and as now in effect, 'unreasonably discriminates between handlers and between producers selling milk to handlers subject to such order, as amended, and is unreasonably discriminatory as to producers in other areas, in particular producers selling milk to handlers subject to the order as amended, regulating the handling of milk in the Greater Boston, Massachusetts, marketing area, and that the order, as amended, regulating the handling of milk in the New York metropolitan milk marketing area obstructs and does not tend to effectuate the declared policy of the act.'

"Amendments to the New York order, issued by the Secretary, after consideration of testimony given at the October hearings, were submitted to producers for approval in the referendum which was conducted during December. Producers who voted in this referendum did not give the amendments the necessary two-thirds approval."

Want Order Kept

It is impossible to tell at this time what may happen. The Metropolitan Cooperative Milk Producers' Bargaining Agency has petitioned the Secretary of Agriculture to revoke or suspend the effective date of his suspension of the Federal order. The petition also requests that a hearing be held on the amendments that were rejected by producers in the referendum held in December, and also upon the proposals presented by the Agency at the hearings held by the Department of Agriculture in October, but which were not included among the amendments on which the referendum was held. Among these was a proposal for upward revisions in the Class I price schedule.

The demand is quite general that something be done to prevent suspension of control in the New York market as it is feared that a chaotic condition is sure to result if the market is thrown entirely on its own, especially with the spring flush approaching. The Cooperative will continue its policy of working for the best interests of its members in this as in other matters.

New Vote Announced

A release dated January 29 and (Please turn to page 5)

INTER-STATE MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative Incorporated

401 N. Broad St., Philadelphia, Pa.

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Wilmington, Del., Phone 2-7464

Cows Need Rest, Too

The dairy cow that is allowed a rest (dry) period after each lactation can be expected to produce from five to ten percent more milk annually than a cow that is milked continuously or that has too short a rest period, says Dr. George E. Taylor, New Jersey Extension Dairyman.

All things are difficult before they are easy.

Inter-State Members Farm Show Winners

Inter-State members won a goodly share of the prizes in the dairy cattle competition at Pennsylvania's Silver Anniversary Farm Show.

Among the prominent and frequent winners in the Holstein division were W. H. Sheaffer of Huntsdale, Wm. H. Landis of East Greenville, Earl L. Groff, Elvin Hess and Amos H. Mellinger of Strasburg. A few of the young folks also took prizes, not only in the 4-H division but in the open competition too. Among these were Meryl and Martha Sheaffer of Huntsdale and J. Robert Hess of Strasburg.

Ayrshire winners found the name of Lillian H. Landis, East Greenville, in almost every class, while among the 4-H members Betty Baker and C. Bryan Baker of Carlisle took prizes in both 4-H and the open classifications.

One of the most prominent winners in the Jersey division was Mary C. Folwell of Kemblesville, whose Chambers Rocks Farms entries took ribbons in almost every classification.

Kenzie S. Bagshaw of Hollidaysburg was a frequent and regular winner in the various Brown Swiss classes, entries from his herd winning, among other prizes, the Senior and Grand Champion bull awards and the Senior and Grand Champion cow awards.

A. M. Kennel of Honey Brook was a frequent winner in the Guernsey division, including first prizes in several of the classes.

G. Clair Smith Named Master Farmer

We are happy to report that of ten Pennsylvania farmers who were given the award of Master Farmer of 1940, G. Clair Smith of Martinsburg was one to win this honor.

The *Pennsylvania Farmer*, which sponsors this contest each year, describes Mr. Smith's accomplishment in part as follows:

"There is an air of stability about Smith Homestead in Morrison's Cove. And well there may be, for on this 160-acre Blair county farm Mr. and Mrs. G. Clair Smith have reared and educated a family of nine children. For 2 years they were tenants, then in 1924 bought the place and have made it an outstanding general farm specializing in milk production.

"The methods employed are modern, but the principles are old. Field crops are raised by labor-saving machinery and soil-improving rotations, but they are raised to feed rather than to

sell. Exceptions are apples, potatoes, sweet corn and vegetables. For this is a diversified farm with the emphasis on Holsteins. Nineteen milk cows and 12 head of young stock make up the herd. Six cows each made over 400 pounds fat and 10,000 pounds milk last year."

Mr. Smith thereby joins a select group which numbers among its membership many other Inter-State members.

Pennsylvania Legislature Has Two Milk Bills

The chances of legislation which will correct the "consignment" loophole in the Pennsylvania milk control law seem favorable. This is especially so inasmuch as Governor Arthur H. James, in his message to the legislature, suggested that an amendment to this effect be enacted.

In his message he had the following to say concerning milk:

"Our milk problem continues to be a vexing one. In the absence of any new program which appears to be an improvement upon the one now in effect, I make the following suggestions; first, that the recently discovered loophole in the act which threatens to disrupt all State control of milk be plugged by an amendment covering the producer-dealer consignment agreements which the courts have held do not now come within the control of the Milk Commission. Second, I suggest study of the relief milk program to determine whether this should be continued."

A bill, No. 124, was introduced in the Lower House of the legislature shortly thereafter which provides that the milk control law be re-enacted and which would amend the law so as to cover consignment transactions.

A bill was introduced in the Pennsylvania legislature by Senator A. Evans Kephart, authorizing the Philadelphia Board of Education to furnish food, including milk, to under-nourished and poor school children, without cost to them. This bill was prepared by and submitted at the request of the Board of Education.

It is believed that such a move would greatly expand the market for milk and other protective foods while improving the nutrition and health of under-privileged children.

She: "Did anyone ever tell you how wonderful you are?"

Gob: "I don't believe they ever did."

She: "Then where'd you get the idea?"

Have You Checked Up On Filing Income Tax Return

Perhaps a million or more citizens who never before filed a Federal income tax return must do so this year. The reason for this is the lowering of the exemptions for single individuals from \$1000 to \$800 gross income and the exemption on combined incomes of married persons from \$2500 to \$2000. In other words, all persons whose income in the respective classifications exceeds those new lower amounts must file an income tax return.

We urge all Inter-State members to consider this carefully and if there is any doubt as to the need for filing an income tax return consult the nearest representative of the Bureau of Internal Revenue or your banker.

The forms must be filed on or before March 15, 1941, and the sooner this is done the less confusion will result the last few days when it may be impossible to get the service and attention needed in filling out a return.

Rural Community Needs Outlined at Conference

The Pennsylvania Country Life Conference has adopted a broad and comprehensive program designed to improve the economic, social, educational and health status of rural citizens of the state.

Typical of the policy of this Conference is the scope of the resolutions which were passed at the 1940 sessions of the Conference.

One resolution commended the efforts of teacher training institutions toward preparing teachers in training and experience to meet the practical needs and problems of rural communities. They recommended further that all such teacher-training institutions provide courses and training for the teachers which will enable them to work effectively in rural schools and communities.

Similar recommendations were adopted for theological seminaries in order to train prospective ministers so they will be better able to meet the problems and needs of rural communities.

The Conference recommended the increased development of county libraries and the enlargement and extension of the service of those already established.

In another resolution the Conference urged general support of the movement which would remove the discrimination between teachers in the third and fourth class school districts.

The need for improved hospital, medical and dental services in rural

communities was recognized and a study was recommended in order to promote improvement in those respects.

The 1941 Pennsylvania Country Life Conference will be held on the campus of the Indiana State Teachers' College, Indiana, Pa., Monday to Wednesday, August 4-6.

A Great Producer

In sending in this picture of Winterthur Dad Donsegis Inka Jasa, Wm. E. Reed, herdsman of Winterthur Farms, suggests that perhaps this great cow has sent more milk through Inter-State than any other cow.

Jasa has recently completed her ninth yearly production record of 21,510.1 pounds of milk, containing



This is Winterthur Dad Donsegis Inka Jasa, who has produced 169,879.5 pounds of milk in nine years, believed to be a record for an "Inter-State" cow.

903.1 pounds of butterfat. Her lifetime production for the nine years is 169,879.5 pounds of milk, containing 6751.4 pounds of butterfat, average test a slight fraction under 4 percent.

Does any Inter-State member own or know of another cow which has sent more milk through Inter-State than this Winterthur producer?

Incidentally, this picture was taken on November 30, 1939, when Jasa was 11 years, ten months old. She calved eight days later, following which her production record of 21,510 pounds of milk was made.

O. M. Reed Appointed Chief of Dairy Division

O. M. Reed was appointed Chief of the Dairy Division of the Surplus Marketing Administration of the USDA on January 1, 1941. He had served as acting chief for 22 months and has been with the Department of Agriculture since November, 1933.

Mr. Reed, as Chief of the Dairy Division, will continue his work of development and administration of the dairy product and milk marketing agreements and other programs which come under the supervision of the Surplus Marketing Administration.

Among Ourselves

When the New Holland Local held its annual meeting last fall, **George G. Sauder**, who served as the president of his Local in the Cooperative, and previously in the Association since 1919, refused to accept the nomination for president of his Local another time. Mr. Sauder is discontinuing his dairy business next spring and expressed the sincere desire that an active producer be elected to the position. **Guy W. Martin** succeeded him.

The Lancaster County Agricultural Conservation Committee elected **John S. Shenk** chairman of the committee for the ensuing year. Mr. Shenk is a member of the Lancaster Inter-State Milk Marketing Committee.

Are You A "Lucky" Man —Or Careful?

Was today your "lucky day?" If you, as a dairyman, handled your herd bull without the benefit of a strong and safe bull staff or a solidly constructed safety bull pen—and if you didn't get hurt—then it was your lucky day, according to Dr. Geo. E. Taylor, Extension Dairyman at the New Jersey College of Agriculture.

Mr. Taylor points out that it is usually the "quiet" bull that maims or kills its caretaker.

The explanation is simple enough. No one takes chances with a bull that has previously been cross or ugly, but a gentle bull, whether in a moment of playfulness or whether suddenly turned vicious, is just as dangerous as the ugliest bull that ever made its caretaker keep his distance.

The danger in the "gentle bull" is that his caretaker carelessly and unconsciously sets the stage for a tragedy every time he handles him without a staff or the protection of a bull-proof fence. That there was no tragedy yesterday does not mean there will be none today.

Will Vote February 17 On New York Order

(Continued from page 3)

received at the Inter-State office January 30, stated that a producer referendum on the amendments to the New York Federal State milk marketing order would be held on February 17, 1941. The amendments on which the producers will vote in the forthcoming referendum are the same as those submitted in the referendum held in December and which failed to receive the two-thirds vote necessary to make them effective.

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	71.855	..	16.94	11.205	68.94% Prod.
Baldwin Dairies.....	69	..	15	16	..
Blue Hen Dairies.....	66.82	..	10.09	23.09	..
Breuninger Dairies.....	83	..	15	2	..
Clover Dairy Co.....	75.68	..	12.55	11.77	59% of Prod.
Eachus Dairies.....	78	11	11	..	..
Engel Dairy.....	86	..	7	7	69% of Prod.
Fraims Dairies.....	78.08	..	11.89	10.03	..
Gross Dairy.....	80	..	20	..	..
Harbisons' Dairies.....	73	..	21	6	..
Hernig, Peter, Sons.....	40	..	60	..	..
Hill Crest Farms.....	77.1	..	19.87	3.03	..
Hoffman's (Hntdn).....	34	5.1	53.5	7.4	..
Martin Century Farms.....	a87.76	..	a12.24	..	78.89% Prod.
May's Dairy.....	61	2.5	26	10.5	..
Missimer Dairies.....	81.39	..	18.61	..	..
Mt. Union Dairies 1-15	86	8	..	6	..
" " " 16-31	85	7	..	8	..
Nelson Dairies.....	64	..	17	19	..
Penn Cress Ice Cream Co.	37.1	2.5	60.4	..	..
Scott-Powell Dairies.....	69	..	25	6	77% of Prod.
Stegmeier, Clayton.....	65.5	5	29.5	..	..
Supplee-Wills-Jones.....	71.01	..	25.19	3.8	71.82% Cl. I
Sypherd's Dairy.....	85.4	..	8.2	6.4	..
Walnut Bank Farms.....	83.5	..	8.78	7.72	..
Charles G. Waple Dairies	87.4	8.5	..	4.1	..
Wawa Dairy Farm.....	70	..	19	11	..
Williamsburg Dairy 1-15	95	5	..	..	..
" " " 16-31	93	7	..	..	..

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

Secondary Markets

LANCASTER

The Lancaster Milk Marketing Committee, at its January meeting, reviewed the local market situation. Although supplies of milk were ample, all member's milk was moved satisfactorily. Field service was in demand by the members, particularly in the checking of butterfat tests.

Charles E. Cowan, who is delegate to the Metropolitan Co-operative Milk Producers' Bargaining Agency, reported on the meetings of that organization and the status of the New York Federal-State marketing order, which has a direct effect on producers in the Lancaster area, a part of whose milk goes to New York.

The percentages and prices on which the December blended price for the New York market were determined, are as follows:

Classes	Percentages	Class Prices
I Priced	54.10	\$2.650
I Relief	.74	2.080
II-A	19.96	2.130
II-B	1.70	1.826
II-C	3.91	1.676
III-A	3.67	1.696
III-B	.10	1.826
III-C	10.37	1.436
III-D	3.49	1.401
IV-A	1.70	1.326
IV-B	.26	1.382

This gives a blended price of \$2.16 for 3.5 percent milk f.o.b. the 201-10 mile zone, with the Lancaster price \$2.195.

TRENTON

As we approach the end of January, there has been a slight increase in milk production in the Trenton area. This increase has been absorbed without any inconvenience.

Agricultural Week in Trenton attracted dairymen from all parts of the state, with the dairy meetings and banquet well attended.

The Trenton Milk Marketing Committee has reached an agreement with the Castanea Dairy concerning the 1941 norms, this agreement being submitted to the New Jersey Milk Control Board for approval. When approval is obtained the agreement in its final form will be mailed to all parties concerned.

The Marketing Committee has changed its regular meeting date from the last Wednesday to the last Tuesday of each month, the next meeting being scheduled for Tuesday, February 25.

Market Manager Frederick Shan-

gle continues his schedule of being in the office each Tuesday morning or by appointment.



Snow or no snow, these ducks take their daily swim. Picture sent by Erskine H. Gardner, Peach Bottom, Pa.

Future Farming Trends Forecast by Sociologist

The mechanization of farming coupled with downtrends in both urban and rural population promise to give rise to fewer opportunities for gainful occupation of youth in agriculture. O. E. Baker, senior social scientist, U. S. Department of Agriculture, emphasized in a recent talk at the Pennsylvania State College.

The traditional "farm ownership ladder" is becoming inoperative, he said. A young man can not start as a hired hand, because few farmers hire help any more. Difficulties in renting farms also promise to become greater in the future because of the necessity for expensive equipment to operate land profitably.

The home farm does not provide employment for one or possibly two of the owner's boys as it did a few decades ago. With modern machinery, a neighbor's holding must be purchased or rented to furnish work for one industrious young fellow, Dr. Baker pointed out.

Many city people are buying land because they feel more financially secure in its ownership. Part-time farming will become more common, he predicted, and more and more city workers will live in the country. Much of the land which these people own may be operated by neighboring farmers, but opportunities to run farms will be fewer in the future, he thinks, because there will be fewer farms.

"And were you little once like I am, grandpa?"

"Of course, my boy."

"Gee, you musta been a scream with those glasses and whiskers."

It is twice as hard to crush a half truth as a whole lie.

Grains Vary In Grinding Power Needed

Experimental work carried on at Pennsylvania State College has shown that feeds of the same kind, of a similar quality and the same moisture content, may require distinctly different amounts of power in order to grind them to a certain fineness.

This may explain why different lots of grain will produce such different results when fed to a herd of high-producing cows. It is probable that the extremely hard grains are not chewed as thoroughly and therefore are not used to as good advantage as the softer grains of the same kind.

Good Pastures Pay—Save Labor, Too

Good pastures furnish an outstanding opportunity to dairymen who wish to reduce their labor costs. Extensive experiments in practically all sections of the country have shown time and again that a good pasture, properly fertilized, will rank among the highest-paying crops on the farm.

The further advantage of having the cow do her own harvesting is especially important if labor should become scarce or high-priced.

An experiment at the New Jersey dairy research farm in Sussex County showed that an annual expenditure of as much as \$14.00 an acre for fertilizer proved to be an economical practice in that instance at least.

Not only does good pasture pay its way as it goes but it is our best means of conserving the soil and preventing erosion.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during December, 1940.

Farm Calls.....	911
Non-Farm Calls.....	280
Butterfat Tests.....	5079
Plants Investigated (first half Dec.)	29
(second half Dec.)	20
Herd Samples Tested.....	299
Brom Thymol Tests.....	128
Microscopic Tests.....	48
Sediment Tests.....	8
Membership Solicitations.....	100
New Members Signed.....	12
District Meetings.....	1
Attendance.....	13
Committee Meetings.....	17
Attendance.....	185
Other Meetings.....	20
Attendance.....	5155

District Dinners Attract Record Crowds of Members

DISTRICT DINNERS are the order of the day in Inter-State territory during January and February. During January nine such dinners were held, some being District-wide and others, because of probable attendance or available facilities, were confined to one or two Locals, with the remainder of the District holding its dinner on another day.

A Heavy Schedule

The January schedule of meetings included one held by District 7 on January 8; District 25 on January 10; Deerfield and Bridgeton Locals of District 23 on January 14; Burlington County Local of District 2 on January 15; District 1 on January 17; the Oxford, Kemblesville and Cochranville Locals of District 11 on January 28; District 15 on January 29; District 13 on January 30; and the Salem, Woodstown and Mullica Hill Locals of District 23 on January 31.

Among the speakers at this heavy schedule of meetings have been our general manager, O. H. Hoffman, Jr. who has appeared on the program at each one; our president, B. H. Welty; the Honorable D. G. Harry of Maryland; Dr. Wm. V. Dennis, rural sociologist of Pennsylvania State College; Joe Nageotte, dairy specialist at Pennsylvania State College; Dr. Roger W. Corbett, director of the Agricultural Experiment Station at the University of Maryland; F. P. Willits, Jr., statistician of Inter-State; Wm. H. Allen, New Jersey's Secretary of Agriculture; and Robert D. McKinley, staff worker of the Philadelphia Inter-State Dairy Council. At most of these meetings the director of the District, the fieldman working in the area and one or more delegates representing the Locals also took part in the program.

Mr. Hoffman Talks

In his talks to members Mr. Hoffman has emphasized the work of the Cooperative in maintaining satisfactory markets for members' milk. He has reviewed briefly the unsettled conditions facing milk producers and, in fact, all citizens of our country. This has brought out the need for united action among milk producers and the dangers that face any unorganized group should any great readjustment become necessary.

In discussing the cost and price situation he brought out that there have been only slight changes in

this part of the picture during the past several months, with increases and decreases in cost about balancing each other.

It was stated that farm labor may become a disturbing factor in the production cost picture during the next season, and in such instances those producers who can depend upon family labor to quite an extent will be at a distinct advantage over those who must hire all of their farm help.

Mr. Hoffman made a brief comparison of present milk prices with a year ago. He stated that during the fall and early winter months milk prices had been somewhat better than a year earlier, due primarily to two factors. First, there was a somewhat higher percentage of milk sold in Class I; and, second, the higher butter prices meant higher prices for milk going into Class II and Class III.

Corbett Defines Democracy

Roger W. Corbett, who became director of the Agricultural Experiment Station at the University of Maryland last September, made his first appearance in that capacity before Inter-State members at the District 25 dinner held at Smithsburg, Md., on January 10.

He also talked to the members of District 15 at West Chester on January 29.

In his talk Dr. Corbett compared true democracy and cooperation and contrasted democracy with dictatorships and cooperation with corporations organized for profit.

Attention was called to what sometimes seems as slow methods used in both democracies and cooperatives, but he insisted that both democracies and cooperatives depend for their very life on accurate and reliable information and the right of the citizens or members to express and assert themselves.

As a definition for democracy he said that it is a means of government in which there is confidence in and respect for the common man, and that in cooperatives, where men instead of money vote, the same definition can well apply.

Senator Harry on Program

At the meeting of the Deerfield and Bridgeton Locals in South Jersey, the guest speaker was the Honorable D. G. Harry, former president of the Maryland State Dairymen's Association and now president of the Southern States' Cooperative, for 19 years a director of the Federal

Land Bank of Baltimore, a member of the Executive Committee of Maryland State Grange and of the tax committee of the Maryland Farm Bureau. Mr. Harry has participated in numerous modern developments in the cooperative movement, including the "revolving fund" basis of financing cooperatives, whereby unused reserves are paid back to the members who originally paid the money in.

An Unpleasant Telegram

He recalled an early experience in dairying in which he received a telegram in May from a milk dealer stating in effect that "we can not use your milk after today." This incident preceded his part in establishing the Maryland State Dairymen's Association, predecessor of the present Maryland Cooperative Milk Producers, one of the strongest and best financed dairy co-ops in the country. Mr. Harry's entire talk was enlivened with spice and humor which kept the close attention of his audience at all times.

At the Burlington County dinner, in addition to the part in the program taken by Mr. Hoffman and Mr. Ealy, there was a splendid talk by the Reverend Thomas Wingate of Salem, N. J. The Reverend Wingate showed a splendid grasp of the meaning and significance of cooperatives and of their possibilities in improving the status of agriculture.

True Cooperation

"Dad" Dennis spoke on the subject of "Living Cooperation" at the District 1 dinner, held at Trappe on January 17. The sound logic and straight thinking of Mr. Dennis left a lasting impression on the crowd which attended this meeting. He has unusual ability to sift out the chaff from the straw in cooperative programs and policies. Mr. Dennis senses very quickly the sound principles of a cooperative and also those which may work toward the ultimate downfall of an organization.

At the meeting at Huntingdon on January 30, F. P. Willits, Jr., outlined in considerable detail the economic situation and the trend of dairy costs and prices. Accurate information on the production and marketing situation was stressed as being especially important in these times when conditions are subject to rapid change.

The talks given by Robert McKinley of the Dairy Council served

(Please turn to page 13)

The Dairy Dell Grows Up

THIS isn't a "before and after" story; it isn't a tale of changing policy or reforming methods. It's a story of growth!

When the Dairy Council first opened its Dairy Dell in Franklin Institute in December, 1936, under the supervision of Mrs. Norbert Toussaint, a staff worker, it was only an experiment. And starting a lunchroom with nothing but a kitchen table, a few pots and pans, and a lot of ambition is about as simple as nursing a motherless calf.

The Dell was organized on a non-profit basis to provide luncheon facilities for adults and school children touring the Institute. It was hoped that, by featuring dairy products and serving dairy foods at minimum prices, the Council could carry on its aim of creating interest and appetites for dairy products.

Customers Increase

Bus loads of school children flocked to the Dell, bringing their lunches and supplementing them with milk drinks and ice cream. Institute and Council workers formed the habit of lunching there. And the Dell began to grow.

Watching that growth was just as fascinating as watching a herd of steers fatten for market. Equipment was added piece by piece—a grill, a refrigerator, more table space, more ice cream cabinets. The staff was increased to two full-time and two part-time workers. The menu, which started with cheese sandwiches, ice cream, and milk drinks, added cookies, creamed soups, and salads.

Most interesting of all, perhaps, were the women's club groups which visited the Institute and then attended the Dell for luncheon and lectures by Council nutritionists and Institute workers. During the period from January, 1939, to February,



The original Dairy Dell in Franklin Institute.

1940, 56 such groups were served and the Council reached 2,235 women with its milk message. The Reading Railroad, which conducted tours for trainloads of up-state sight-seers, planned its trips to arrive at Franklin Institute and the Dairy Dell at lunch time. The Dell was mentioned in publicity sent out by the Institute. It was established.

If a herd increases beyond a farmer's capacity to care for it, there are two things to do. He's either got to sell some cattle or build a bigger barn. And this was the sort of problem which the Dell soon faced.

Better Equipment Added

When you've got people standing three deep around a small counter at the height of the rush hour and someone in charge of a group of school children walks up and orders 70 milk shakes from your two milk shake machines—well, it's plain embarrassing.

And so, in June, 1940, the Council closed the Dell and set about building a bigger and better equipped place. The ventilation, previously a serious problem, was improved by air-conditioning. Six milk shake machines, a kitchen range, a meat cutter, an electric mixer, more table and cupboard space, and a longer counter were added. A false ceiling was put in to cover the former unsightly beams, the seating and counter space was more than doubled, the green color scheme with wooden tables and chairs were replaced by red and black enamel and chromium, and the lunchroom was redecorated almost beyond recognition.

Again Open for Business

In October, 1940, this grown-up Dairy Dell was reopened, ready for anything—even 70 milk shakes in the rush hour. Operating with a staff of three full-time and four part-time workers, it features a special low-priced dairy luncheon. During the time the Dell is open—from 10 A.M. to 6 P.M. five days a week and 1 to 6 P.M. Sunday—it serves an average of 260 customers a day. In November, the Council celebrated its twentieth anniversary there with a luncheon for 250 people. And in December, more than 200 were served at other special luncheons and dinners.



Dairy Dell as it is today, showing the improvements in counter and seating arrangements, the result of sound growth.

The newly remodeled Dell, managed by Miss Ethel M. Curtis, boasts a lot of advantages over the old one. But still it has not gone commercial. It has retained the health principles which were the basis of its foundation. The chief purpose is still to put milk and milk products before the public—not only in words but in concrete examples. And no one can deny that, to a hungry school-boy, a milk shake looks better in a glass than on a poster.

Milk Sells On Its Merits

Today, if you were to ask any decent, upstanding, conscientious cow to describe the ideal place she'd pick to have her milk sold—and she were able to answer you—you'd probably get a perfect word picture of the Dairy Dell. It's as simple in its plan as a three-legged milking stool, as concentrated in its efforts as a quart of heavy cream, as unified in its purpose as a milking machine, and as appetizing in its menu as a fresh glass of home-churned buttermilk. It doesn't need floor shows, soft drinks, or tobacco—it's strictly a dairy proposition. Our only regret is that ham doesn't come from cows!

There have probably been many times in the short history of our Dell when things weren't going too smoothly and observers have grinned and said knowingly: "It's your baby; you nurse it!" And now we sit back and smile indulgently and say: "It's our baby; we nursed it—and we're proud of it!"

And that, in itself, is a story of growth!

Although vitamins were unknown in biblical times, the ailments now attributed to vitamin lack were observed. Evidence of this is found in many passages in the Bible.

Here's to the fountain that never runs dry. The fountain from whence comes our milk supply.

Drink from it often and never forget That milk is the liquid without a regret. —Hoard's Dairyman.

Forage Harvesters Reduce Labor Needs

Fourteen years ago Floyd Duffee, an agricultural engineer at the University of Wisconsin, started experimenting with forage harvesters. The outgrowth of his early work has been the development of a harvester which, in experimental use in 1940, proved practical and in most respects satisfactory. It is expected that the models being put out in 1941 by farm machinery manufacturers will correct the weaknesses uncovered in last year's experimental models.

The particular machine in question is designed to cut a 40-inch swath of grass, clover, alfalfa or soy beans, chop the cut material as fine as would a silo filler and elevate this material into wagons. In one test a crew of four men using one such harvester, two tractors, two trailer type short-tongued wagons and a blower harvested 40 tons of grass for silage at the rate of 4.15 tons per hour.

It is pointed out that the same machine can be used for other purposes, including the handling of dry hay from the windrow or straw left on the field by combines. Engineers are working on another model which it is hoped will be suitable also for cutting and chopping corn in the field ready to be blown into the silo, thus eliminating the need for a corn binder.

Simple Water Heater

A simple, economical device for heating water when frequent small amounts are needed throughout the day has been reported by John E. Nicholas, research engineer at the Pennsylvania Agricultural Experiment Station.

The device, which holds nine gallons of water, will heat the water electrically at a cost of one cent per gallon and a gallon of hot water (150 degrees) can be drawn every hour or so.

Flies Spread Mastitis From Cow to Cow

Recent experimental work carried on at the Florida Agricultural Experiment Station indicates that common house flies and eye gnats may be important carriers of mastitis. Flies which have been allowed to feed on the teats of cows known to have mastitis were released among healthy cows with the result that mastitis developed in each of the healthy animals used in the experiment.

Flies which have fed upon mastitis infected milk accidentally spilled upon the floor while milking were also found to be carriers of the disease.

FAST MILKING DOES GET MORE MILK!

and

Surge

IS THE FASTEST MILKER EVER BUILT!

SURGE MILK TRAVELS ONLY 4 INCHES INSTEAD OF 4 FEET FROM TEAT TO PAIL. JUST 4 PIECES OF RUBBER TO WASH



Authorities agree that faster milking DOES get more milk—and Surge is the fastest milker ever built! NO claws. Made of rust-proof, easy-to-clean Stainless Steel. Surge's exclusive Adjustable, Variable Pull feature enables you to do a faster, cleaner, more profitable job with less labor. Sold on Easy Terms.

Surge Outells All Other Milkers! Mail Coupon Below and Learn WHY!

NEW -Surge MILK COOLER

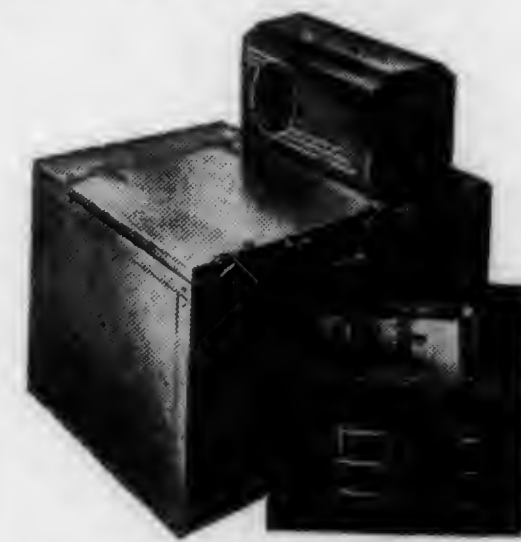
—The Only Cooler With Shrouded Air Current—

Gives You More Cold for Your Dollar!

Surge's proved superiority has come about through an exclusive new cooling principle...

SHROUDED AIR CURRENT which puts every bit of air to work cooling the entire condenser and greatly increasing the efficiency (explained in our catalog). **BIG ICE RESERVE** keeps the cooling water ice-cold and cools the milk faster.

FACTORY SEALED COMPRESSOR UNIT comes to you ready to run. Does not require a refrigeration engineer... Factory adjusted for maximum efficiency and can be installed in Factory-Made Steel Insulated tank or your own insulated concrete tank. Sizes: 2 to 30 can capacity. Easy Terms! Mail coupon below!



Factory Sealed Unit—Easy to Install... Easy to Take Out

To FIND OUT About the Above Products and Any Other BABSON Equipment CHECK AND MAIL THIS COUPON TODAY!

THE BABSON NAME PLATE is the best guarantee of durability... reliability... and performance that your money can buy. Good Territory Open to Dealers and Agents

BABSON BROS. CO. of N.Y., 566 Spencer St., Dept. 6832, Syracuse, N.Y. Gentlemen: Please tell me what the Babson products I have checked will do for me. Also send me your EASY TERMS.

☐ SURGE MILKER ☐ SURGE COOLER
☐ Dairy-Maid Heater ☐ Babson Filter-Cooler ☐ High Line Fencer
☐ Automatic Fly Control ☐ Surge Parlor Stall ☐ Battery Fencer

Name.....

Town..... R. F. D. State.....

I milk cows, giving cans of milk per day.

SURGE DEALERS EVERYWHERE

This places fly control among the preventative measures in the prevention and elimination of mastitis. It should not be assumed that flies are the only means of spreading the disease but this discovery proves that they may easily be one means of spreading this infection throughout a herd.

There is only one way to make dreams come true—wake up and go to work.

"What does your husband like best for breakfast?"

"Oh, anything I don't happen to have in the house."

Prospects Slightly Better, Dr. Lininger Tells Dairymen

ONE of the high lights of the meeting of the Pennsylvania Dairymen's Association, held during Farm Show week, was the talk "Economic Conditions and Pennsylvania Dairying in 1941," as given by Dr. F. F. Lininger, Head of the Department of Agricultural Economics and Vice-Dean of Agriculture at Pennsylvania State College. Dr. Lininger extends credit for much of the information in his talk to two associates—Dr. George E. Brandow and Dr. C. W. Pierce of the Department of Agricultural Economics.

In his talk he emphasized that the year is full of uncertainties and any forecast that might be made must be tempered with the possibility of sudden and drastic changes. A summary of his talk follows:

Uncertainties Ahead

"The coming year is full of grave uncertainties which no one can correctly appraise in advance. An enormous armament program will dominate our national economic activity. Almost certainly employment will rise and payrolls expand. The demand for armaments, plus rising demand for peacetime goods, contain the threat of price inflation. Efforts will be made to control prices and may prevent a repetition of our World War price experience. Some advance in the price level is to be expected, however; an advance of at least 10 percent seems probable.

"A rising price level is expected to have its usual effect of increasing farm prices faster than farm costs. If this occurs, 1941 will be a better year for farmers than was 1940. This holds for dairymen, although an exception to this statement should be made for cotton, wheat, and tobacco, which face a very unfavorable export situation. On the whole, Pennsylvania farmers may find 1941 to be similar to the latter part of the 1920's which were fairly good years in the Northeast because industrial employment here was high.

Some Prices Should Improve

"Dairy products will share in the general expansion of consumer demand for goods. Prices of butter and cheese may advance more than the usually sluggish Class I prices. If this occurs, a more healthy relation will exist between prices of milk for surplus uses and Class I prices.

"Unlike the outlook for some other agricultural products, the outlook for exports of canned milk is favorable. Since exports are of minor

importance to dairymen, however, the improved export situation is of considerably less importance than is the rising domestic demand.

"Probably the increase in cow numbers will continue in 1941. Rising labor costs on farms may tend to offset the effect of rising cow numbers on milk supplies, but supplies are expected to continue to increase gradually.

"Finally, may I conclude by saying that only whole-hearted co-operation between agriculture and labor, industry and government, can avoid serious consequences in the days ahead. The most critical period of all is likely to be the one which comes when the boom days subside. In any case, a lower standard of living in both town and country must inevitably follow this orgy of destruction, which surpasses that of any previous period of world history."



Mary Kitzmiller, Chambersburg, Pa., and her cousin with a trio of farm pets; Daisey, the kitten; Kollie, the pony; and Brownie, the dog.

College Herd Wins Production Honors

Pennsylvania State College has won two awards for the splendid production of the 124 cows in the college dairy herd. This herd, in the twelve months' period ending July 31, 1940, produced an average of 10,937 pounds of milk per cow, the average butterfat production being 430 pounds. The feed cost of this milk averaged 99 cents per hundred pounds.

This performance of the college cows, which were tested in the Center County Dairy Herd Improvement Association, brought the college a diploma from the National Dairy Association and special recognition from the Pennsylvania Dairymen's Association.

Going to law is losing a cow for the sake of a cat.

Farm Show Display Urges Use of Milk

The Home Economics Division of the Pennsylvania State College featured a huge milk bottle in bright lights that spell "Health Is Wealth—Use Dairy Products," at the home economics booth at the Pennsylvania Farm Show.

The display not only called attention to milk as a food necessary for health but to the food value of numerous dairy products, including butter, cheese and ice cream. Dishes that utilize milk and combine it with other foods for attractive and nutritious meals were emphasized in the display.

Production Records Have Cash Value

The American Guernsey Cattle Club reports that the 4003 head of Guernsey cattle sold at 75 public auction sales in 1940 brought an average of \$225.18 each. This was an increase of 15 percent in the average price over the preceding year.

An analysis of the sales reveals that animals with Advanced Register records, or whose dams had Advanced Register records, brought substantially higher prices than those with no authentic production records. Cows with such records averaged \$135 more than did cows without Advanced Register production records.

In the case of bulls two years old or older from Advanced Register cows, the average sale price was \$567, while for those whose dams did not have Advanced Register records the average sales price was \$116.

National Dairy Council Meets at Richmond

The National Dairy Council is holding its annual winter conference at Richmond, Va., on March 6-8. An important subject of the conference will be the importance of physical health and strength in the national defense program and, of course, the place that dairy products will occupy in the program.

The Dairy Council will discuss plans for adapting its program to the more extensive promotion of milk and dairy products. The Dairy Council organization, with its well trained personnel and its broad promotional program, should fit well into this phase of the national defense activities.

About the only thing we've learned from experience is that we can't make money without working.

Satisfaction in Living

Most of us realize that the only way that folks can get much satisfaction from living is to get it as they go along from day to day—to get some pleasure from everyday tasks—to do the common things in an uncommon way. The following is one way of expressing it:

For Better Rural Living

Some fun along with farm management.
Some poetry along with poultry.
Some sports along with spraying.
Some music along with milking.
Some art along with alfalfa.
Some drama along with dairying.
Some concerts along with clothing.
Some beauty along with beef cattle.
Some flowers along with food.
Some reading along with reforestation.
Some hobbies along with horses.
Some play along with potatoes.
Some dancing along with dishes.
Some community planning along with crops.
Some human conversation along with humus conservation.

Some living along with making a living.
R. W. KERNS
Rural Sociology Extension
The Pennsylvania State College

Record Crowds at District Dinners

(Continued from page 9)

to illustrate to the members, some of the means by which the value of milk is being driven home to our young folks of high school age. His talks clothed scientific information in terms and experiences readily grasped by high school boys and, being spiced with humor throughout, proved entertaining as well as informative to the members attending these dinners.

One of the popular features at several of the meetings was the bag of tricks performed by Dudley W. Winter, Inter-State's field representative who can break an egg into a man's hat and pull a flowering plant out of it, leaving the hat none the worse for the experience.

One of the encouraging features of these programs was the splendid reports of the annual meeting given by delegates. Typical of these reports was that given by Myer Hess at the Lancaster dinner in which he described the procedure at the annual meeting and reported on the talks and resolutions. Additional comments were made by other delegates, including Wenger Ranck of the West Lampeter Local who said, "We fit into the meeting."

Another feature was the local entertainment provided at many of the dinners. The Deerfield-Bridgeton Locals had music by the Elmer family orchestra; while at Lancaster, Fairman and Wilmer Denlinger, sons of I. Roy Denlinger, provided the dinner music. A feature of the meeting at Oxford, in addition to the talk by Mr. Hoffman and the magical moments of Dudley W.

Winter, was a demonstration "What is a Bacteria Count?" put on before the crowd by members of the Future Farmers of America who are studying agriculture at the Oxford High School.

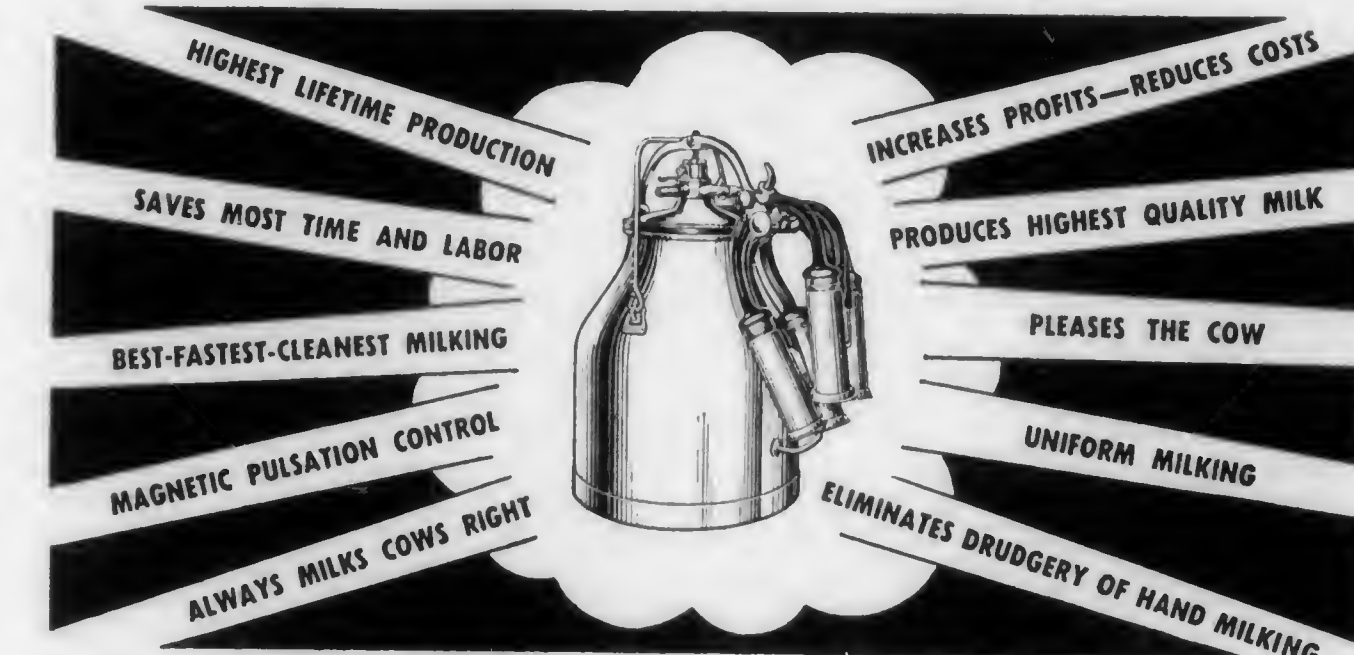
To see what is right and not to do it, is want of courage.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

HOLSTEINS

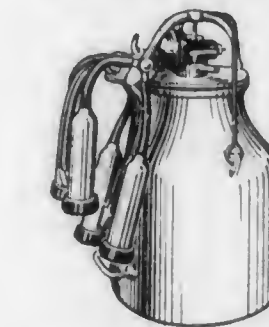
TWIN PUREBRED HOLSTEIN HEIFERS for sale—Born Feb. 7, 1940. Dam's Record 16,203 lbs. Milk and 488.7 Fat in D.H.I.A. at 10 yrs. old. Sire—Ashley Farm breeding. Reason for selling—Tenant's share. Accredited T. B. Priced \$100 for pair at farm. PHILIP HARRIS, Oxford, Pa. R. 3.



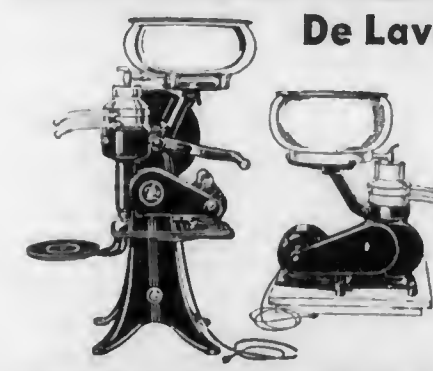
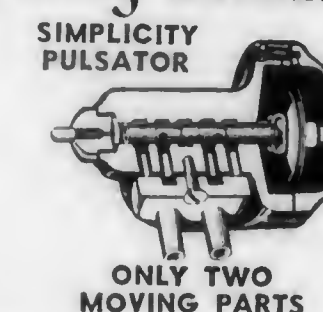
FOR THE WORLD'S BEST MILKING USE THE DE LAVAL MAGNETIC SPEEDWAY MILKER

The De Laval Magnetic Speedway Milker is the *only* milker that can milk your cows day after day with the same unchanging, correct milking speed and action—for it is the only milker having pulsations for every unit in use controlled from one central point by magnetic force. For best, fastest and cleanest milking . . . for milking that is *always* right . . . for milking that pleases the cow and helps her to reach and hold her best production . . . for the most profitable and all-around satisfactory milking, use the De Laval Magnetic Speedway Milker.

ANNOUNCING THE NEW DE LAVAL Sterling MILKER FOR SMALL HERDS



The new De Laval Sterling Milker is a worthy companion to the great De Laval Magnetic Speedway Milker and provides De Laval milking for small herds. The wonderful "Simplicity" Pulsator has only two moving parts, gives positive, precise milking speed and action that pleases the cow. De Laval Sterling single or double units may also be used on any other make of single pipe line installation.



De Laval Separators

De Laval World's Standard and Junior Series Separators best meet every need and purse. High or low stands; electric motor drives furnished for all except No. 1 size.

THE DE LAVAL SEPARATOR CO., Dept 6122
New York, 165 Broadway
Chicago, 427 Randolph St.
San Francisco, 61 Beale St.

Please send me, without obligation, full information on { Milker { Separator { Check which

Name
Town
State.....RFD.....No. Cows....

FREE TRIAL—EASY MONTHLY PAYMENTS

New Jersey Producers Propose New Type Control

The New Jersey milk control law now in effect expires in the spring and it is anticipated that the legislature will be asked to continue milk control in one form or another.

Up to the end of January, no bill had been introduced on milk control, but it is anticipated that at least two will be forthcoming, one which would continue the control act in substantially its present form, and another which would propose several changes, including the establishment of a one-man commission, patterned somewhat after the Connecticut act. The New Jersey Dairymen's Council is reported as developing a bill incorporating this feature.

Production On Increase

MILK PRODUCTION in Philadelphia territory during December showed about the usual seasonal increase. Production per farm averaged 225 pounds per day—14 pounds or 6.6 percent ahead of December of last year, and 8 pounds ahead of the 217-pound average in November, 1940.

Milk production per cow in Pennsylvania, as reported by the USDA, was 16.2 pounds per day on January 1, 1941, which was 0.5 pound higher than a year ago. The 18.6 pound average reported for New Jersey cows was down 0.2 pound, while Maryland, with 14.6 pounds per day was up 0.4 pound. The national average of 12.77 pounds was 0.34 pounds above a year ago.

Fluid milk sales in December, 1940, increased 3.26 percent over December, 1939, according to the "Milk Industry Foundation" report, which organization compiles the sales figures of the leading distributors in 136 markets of the United States. Milk company payrolls, according to the same report, decreased 3.02 percent and employment decreased 3.16 percent as compared with December, 1939.

Butter production in December was up 6.4 percent for the United States over one year previous and for the twelve months of 1940 total production was 1,808,000,000 pounds as compared with 1,762,000,000 pounds for the earlier year, an increase of 2.6 percent. Butter stocks in ten markets of the United

States totalled 19,902,000 pounds on January 27, as compared with 21,368,000 pounds for the same weekday last year.

Butter prices have dropped considerably from the high of 36 cents per pound reached in mid-December. The January average was 31.07 cents per pound, down 3.79 cents from the December average, resulting in an 18-cent lower Class II price and a 13-cent decrease in the Class III price.

American cheese production in 1940 totalled 769,550,000 pounds, an increase of 66 million pounds or 9 percent over the 1939 production. December, 1940, production was up nearly 4 million pounds or 8 percent from the 43 million pounds produced in December, 1939.

Production of dry skim milk in November, 1940, (latest available data) was 22,352,000 pounds of which 72 percent was packed for human consumption and 28 percent for animal feed. This production was down nearly 4.5 million pounds from the October figure, but was 2.5 million pounds greater than in November, 1939. Dry whole milk production of 1,840,000 pounds was approximately 400,000 pounds less than the November, 1939, production. Storage stocks of dry skim milk on December 1 were 36 million pounds which was equivalent to approximately 30 days' requirements. This supply was 29 million pounds greater than was available on December 1, 1939.

Cream prices were lower for the week ending January 18 and averaged about \$15.00 per 40-qt. can of 40% cream. However, this price is approximately \$2.00 per can higher than for the same time last year. In terms of 4% milk this \$15.00 cream price without adjustments for skim milk value and the cost of processing was equivalent to about \$1.82 per hundredweight. The Philadelphia Class II price for January, as established by the Pennsylvania Milk Control Commission, is \$1.74 per hundredweight.

Imports-Exports. Cheese has generally been our chief dairy import but since the war developments abroad, the picture has shown some change which should aid domestic cheese producers. For the first eleven months of 1940, the United States imported approximately 30,550,000 pounds of cheese, 25 million pounds less than for the similar period in 1939. In terms of milk equivalent, this represents a decrease of approximately 250 million pounds. Butter imports for the first eleven months of 1940 totalled 1,130,000

pounds which was an increase of only 100,000 pounds over the same period of 1939, despite the higher prices which prevailed throughout the fall. The only dairy product imported that has shown a material increase has been casein which, during the 11-month period was 22 million pounds as compared with 12 million pounds in the January-November, 1939, period.

Exports for the same period are generally as follows:

Butter—up 600,000 pounds, 28 percent.
Cheese—up 93,000 pounds, 20 percent.
Processed cheese and cheese spreads—up 592,000 pounds or 67 percent.
Dry whole milk—up 1,065,000 pounds, 18 percent.
Dry skim milk—up 5,434,000 pounds, 277 percent.
Condensed milk—up 22 million pounds, 1020 percent.
Evaporated milk—up 90 million pounds or 360 percent.

Fluid milk prices during January were firm and the few changes were all upward. Most increases applied to the smaller towns of the Mid-West and the Far-West. The Class I price in San Francisco, Sacramento and Santa Barbara, California, rose 45 cents per hundred weight; in Dallas, Texas, from 15 to 20 cents; the Kenosha and Racine, Wisconsin, prices increased 21 cents, while the Milwaukee, Wisconsin, price advanced 23 cents.

Feed prices in the Philadelphia milk shed were generally higher in January than in December. Several feeds showed increases, ranging up to 4.18 percent for 24% mixed dairy rations. Brewer's grains, wheat bran, corn meal and 16% mixed dairy rations were slightly lower. Feed prices generally averaged slightly lower in January, 1941, than a year ago. For further information see table on page 6.

Maryland 4-H Boys Win

The 4-H livestock judging team from Maryland took top honors at the International Livestock Exposition 4-H judging contest held in Chicago in early December. This team was from Frederick county and was coached by Henry R. Shoemaker, county agent.

Staley Hahn was second high individual in the entire contest and won a \$150.00 agricultural college scholarship. Other team members were William Martin and Harry Fouché.

Doctor: "You cough with greater ease this morning, I see."

Patient: "Why shouldn't I? I've been practicing all night."

Meeting Calendar

February 5—Dinner meeting, Southern Lancaster & Quarryville Locals—Methodist Church, Quarryville, Pa., 11:45 A.M.
February 7—District 8 dinner meeting—Kimberton Grange Hall, 12:00 noon.
February 11—District 26 dinner meeting—St. Johns Reformed Church School, Chambersburg, Pa., 11:15 A.M.
February 12—Dinner meeting—Harrington & Felton Locals—Harrington Fire House, 7:00 P.M.
February 13—District 19 dinner meeting—Firemen's Hall, Chestertown, Md., 6:30 P.M.
February 18—District 20 (Part I) dinner meeting—Brethren Church, Williamsburg, Pa., 12:00 noon.
February 18—District 20 (Part II) dinner meeting—Methodist Church, Duncansville, Pa., evening, (hour to be announced).
February 18—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.
February 25—Altoona-Huntingdon Inter-State Milk Marketing Committee—Hollidaysburg, Pa.
February 25—Trenton Inter-State Milk Marketing Committee—19 W. State Street, Trenton, N. J.
February 26—District 17 meeting—(Hour and place to be announced.)
February 27—Wilmington Inter-State Milk Marketing Committee—Newark, Del.
March 1—District 16 dinner meeting—Lewistown, Pa., 12:00 noon.
March 3—District 11 luncheon meeting of Local officers and delegates—Greyhound Post House (Route 1—between Oxford and Nottingham.)
March 6—District 21 meeting—Grange Hall, Loysburg, Pa., 7:00 P.M.

Yes, A Rabbit Co-op

One of the latest, and perhaps the most unusual type of cooperative, is the American Angora Rabbit Breeders Cooperative of Palmer Lake, Colorado. This cooperative assembles and markets rabbit wool, an angora rabbit producing four or five clips a year. Rabbit wool sells for as much as \$5.00 a pound, with a year's clip of one rabbit weighing about one pound.

This product is used in certain types of yarn, especially for expensive sweaters and blankets and in baby clothes.

JANUARY, 1941, BUTTER PRICES			
Date	Philadelphia	New York	Chicago
2	31 1/2	32 1/2	31 1/2
3	32	31 1/2	30
4	—	—	30 1/2
6	32	31 1/2	30 1/4
7	31 1/4	31 1/4	30 1/4
8	31 1/4	31 1/4	30 1/4
9	31 1/4	31 1/4	30 1/4
10	31 1/4	31 1/4	30 1/4
11	—	—	30
13	31	30 1/4	29 1/4
14	31	30 1/2	30
15	32	31 1/4	30
16	32	31 1/4	30
17	32	31 1/4	30
18	32	31 1/4	30
20	31 1/2	30 1/4	30
21	31 1/2	30 1/4	30
22	31 1/2	30 1/4	30
23	31 1/2	30 1/4	30
24	32 1/2	30 1/4	30
25	—	—	30
27	31 1/4	31	30 1/4
28	31 1/2	30 1/4	30
29	31 1/2	30 1/4	30
30	31 1/2	30 1/4	30
31	31 1/2	30 1/4	30
Average	31 7/8	31 1/8	30 11
Dec., '40	35.66	34.86	34.19
Jan., '41	32.15	31.85	30.76

For Practical Farmers

8894 LBS. MILK 431.3 LBS. BUTTERFAT
was our 1940 Herd Average on twice daily milkings

\$162.04
was our 1940 Average Value of Product per cow over the cost of feed

That is why we say our herd is fed to produce milk economically. You can compare our D. H. I. A. or A. R. records (farmers class) with your own, as our herd, like yours, is raised under ordinary farm conditions.

We Solicit Your Inquiries for Bull and Heifer Calves Out of High Producing Cows at Prices That Meet Farmers' Requirements.

Your Visit is Invited and We Will Mail You a Road Map on Request

SPENCER'S LANDING FARM
Centreville, Maryland
ALLAN B. LANE, Owner
REGISTERED GUERNSEYS
Federal Accredited for T. B. State Accredited for Bang's

Kill LICE This Economical Way!

YOU'LL FIND Gulf Livestock Spray just as economical as it is effective and convenient for killing lice on stabled stock. Delousing treatments for cows require 2 1/2 oz. of spray for each application, and cost less than 3 cents per animal.

It's easy to use, too—no clipping, powdering, or dousing is necessary... just spray the entire body of the animal using not more than 2 1/2 oz. of spray. Then brush spray into the hair with a stiff-bristled or ordinary scrubbing brush. The pure Pyrethrum in Gulf Livestock Spray kills the lice when it comes in contact with them.

Gulf Livestock Spray is so mild and pure it doesn't burn or blister the animals' skins or cause the hair to fall out, when used as directed. In fact, it actually helps to keep their coats smooth and glossy. Start your treatments today!



2. BRUSH IT IN!



1. SPRAY IT ON!

FREE! Ask for Gulf's helpful "Farm and Ranch Bulletin" which lists control methods for lice, scab mites, and other external insect parasites. Write: Gulf Oil Corp., Gulf Refining Co., Dept. S-3, Gulf Building, Pittsburgh, Pa.



GULF LIVESTOCK SPRAY

For Sale by Many Leading Feed Stores, Milk Companies, and Gulf Service Stations . . . 1-Gal. Can \$1.19 — 2-Gal. Can \$1.99

He had the appearance of being a man in a comfortable position. Being asked for a donation for a local charity, he wrote out a cheque for \$500.

"But you haven't signed it," said the collector.
"I know," was the reply. "I prefer to remain anonymous."

"A family is successful if all members are increasingly able to meet life situations they are called upon to face." —Dr. Mildred Tate

FREE!

Don't Pay a Cent For Chicks This Year

until you've received our NEW LOW PRICES, Special Get-Acquainted Offer and NEW, BIG, VALUABLE FREE Poultry Book. We offer the best quality, some of the lowest prices in our history this year. Many 300 egg foundation bloodlines. All popular Varieties. Steelman's famous NEW MONEY MAKING HYBRIDS. Pure breeds. Sexed Chicks. Big Contest Winners. Blood-tested. New discovery—TRIPLE-SELECTION insures 98% livability. Quality plus low prices makes tremendous bargains possible. Easy Credit Plan. Write for details. Steelman's Poultry Farms, Box 1002, Lansdale, Pennsylvania.

FOR PICTURES ENTERED
IN THE **REVIEW**
PICTURE CONTEST

CASH PRIZES

Prizes: \$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to: Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements of Picture: Clear, sharp outlines, attractive background. Farm subject that will interest others on its merit.

Description of Picture (Brief)

Identification of Sender

(Unused pictures will be returned)

Wood Wins First Honors In State Milk Contest

Top honors in the milk contest at the 1941 Pennsylvania Farm Show were won by James R. Wood of Nottingham. His entry in the contest was awarded a score of 98.2, which not only won the class for herds of 11 to 20 cows tested for both tuberculosis and Bang's disease, but also won the special award for the highest scoring sample of milk entered by a member of Inter-State, a similar award by the Pennsylvania Guernsey Association and the highest award of the entire Show.

There were 41 samples entered in this class, with a total of 187 samples in the entire exhibit. Other Inter-State members who placed among the first ten in the same class as Mr. Wood were Hartwell E. Roper, Kirkwood, third; W. C. F. Randolph, Perkasio, fifth; and Abram S. Wolff, Quarryville, eighth.

In the class for herds of 21 or more cows tested for both tuberculosis and Bang's disease, J. L. Burkins, Drumore, placed eighth, while in the class for herds of 11 to 20 cows tested for tuberculosis, fourth place went to John A. McSparran & Son, Greene, and eighth place to Howard A. Broadwater of Cochranville.

In the class for herds of 21 or more cows tested for tuberculosis, seven of the first ten places were awarded to Inter-State members as follows: Third, W. B. Ewing, West Grove; fourth, Wm. St. John, Lincoln University; fifth, Norman C. Maule & Son, Quarryville; sixth, Howard L. Harris, Cochranville; eighth, J. Thompson Yarnall, Oxford; ninth, Nelson Neyman, Oxford; and tenth, Everett W. Holt & Son, Lincoln University.

We regret that it was impossible to obtain scores for any of the samples except that of James R. Wood who won first place. We do compliment all Inter-State members who participated in the contest whether or not their samples won a prize. The contest was truly educational and furnished an excellent opportunity for producers to determine the relative score of their milk.

Goodwill

The most precious thing anyone—man or store, anybody or anything—can have is the goodwill of others. It is something as fragile as an orchid. And as beautiful! As precious as a gold nugget—and as hard to find. As powerful as a great turbine, and as hard to build. As wonderful as youth and as hard to keep.

—Amos Parrish.

Many a self-styled self-made man quit work entirely too soon.

New World's Record MADE ON BEACON TEST COW RATION



Lady's Pet of Betts Homestead

4th Beacon-fed Cow to Establish World's Production Record in Past 4 Years

In 305 days—with two milkings daily—this high-producing heifer made the following world's record in the Farmers' Division, Class GGG: 12,618.5 pounds of milk, 5.12% butterfat, 645.6 pounds of fat. Owned by L. B. Wescott, Mulhacaway Farm, Clinton, New Jersey, this outstanding cow made her record on Beacon Test Cow Ration and was under the feeding and care of Sydney and Archie Queripel, herdsman. She produced a fine large calf 52 days after completing her record and is milking over 60 pounds daily on two milkings per day.

MORE PROFITABLE MILK PRODUCTION

As a commercial dairyman, you may not be interested in trying to make world records. What you want is higher, more profitable production from your cows.

Although Beacon Test Cow Ration has proved by world records that it is capable of supporting high production, its prime purpose is to help you maintain the health, flesh and body reserves of your cows so that they can hold a higher production level to the end of their lactations and during succeeding lactations. Beacon Test Cow Ration is a bulky, palatable and safe ration. Contains 4 3/4% fat, 18% protein, 9% fibre. Get it from your local Beacon Dealer.

THE BEACON
MILLING CO., Inc.
Cayuga, N. Y.



BEACON Dairy Rations

When you buy products advertised on these pages tell the merchant that you saw the advertisement in the Milk Producers Review



World's Record in Class AA. Superb's Faithful owned by Foremost Guernsey Association of Hopewell Junction, N. Y., produced 19,678.7 pounds of milk and 1,077.4 pounds of butterfat in 365 days. She was fed on Beacon Test Cow Ration.



World's Record in Class C (when made). Bright Lad's Actress produced 980.5 pounds of butterfat. She was then owned by Collier W. Baird, Basking Ridge, New Jersey. Now owned by Fairlawn Farms Inc., Adelphia, New Jersey. The concentrate was Beacon Test Cow Ration.



World's Record in Class GG (when made). Foremost Lida produced 826.6 pounds of butterfat. She also has a Class CC record of 17,674.8 pounds of milk and 962.4 pounds of butterfat. She was fed on Beacon Test Cow Ration. Owned by Foremost Guernsey Association, Hopewell Junction, New York.

Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXI

Philadelphia, Pa., March, 1941

No. 11



In Bovine Society

Bills That Affect Farmers

THE LEGISLATIVE program in Pennsylvania and New Jersey is gradually taking shape. Several bills have been introduced in the Pennsylvania legislature of interest to dairymen and other farmers. Bill S-42 would provide that gasoline used on farms, that is, in tractors and gasoline engines which do not operate on public highways, would be exempted from the payment of gas tax. Such exemptions prevail in many states. A companion measure, H-36, has been introduced in the House.

In order to improve the health of under-nourished children, a bill, S-51, has been introduced by Senator A. Evans Kephart of Philadelphia which would enable schools of the first-class to buy food, including milk, for poor children. This, of course, would help increase the sales of milk and, therefore, also be of help to dairymen of the state.

Would Stop Consignment

In order to plug the consignment loophole in the milk control act, Bill H-124, introduced by Representative R. C. Haberlen of Westmoreland county, would specifically bring under the supervision of milk control all "handlers" of milk. This would also provide that such handlers would be required to file bond, whereas "factors" under consignment are not required to be bonded. H-124 would solve this problem in line with suggestions offered by the Supreme Court when its decision exempting consignment contracts was handed down.

In order that sausage manufacturers in Pennsylvania might be put on the same basis as in other states of the Union, Bill H-7 would amend the Pure Food and Drug Act so as to allow the use of powdered milk in the manufacture of sausage.

"Relief" Milk Under Fire

Three separate bills have been introduced which would amend the relief legislation now on the statute books so as to remove the provision requiring that a pint of milk be supplied relief families for each child under 16 years of age, the retail value of this milk being deducted from the cash relief allotment to such families. An objection raised against this measure states that it adds to the expense of administering relief, also that the United States will not match funds expended in this manner in lieu of direct cash relief and that in some instances families have not been able to use all the milk thus obtained. This feature of the law is primarily a

health measure, designed to help prevent malnutrition among children in families on relief by insuring a reasonable amount of milk.

It has been reported that in those instances where the families are unable to use all the milk, milk consumption has been very low and that it would appear that such families are not informed on the food value of milk nor on the proper methods of using it in the diet.

This measure as it now stands prevents the misuse of that part of the relief funds which are used for milk and is of benefit to dairymen in offering at least a slight expansion of their fluid milk sales.

Investigate Soil Conservation

Another bill, H-490, has been introduced on this subject which would provide that the milk allowances be continued for these relief families but that no deduction from their cash relief payments would be made, thus, in effect, increasing their total relief by the value of the amount of milk given each family.

A resolution has been introduced in the Lower House, asking that a committee of three Representatives "investigate into the operation and procedure of the Soil Conservation Board and the Extension Service of Pennsylvania State College so that the finding of said investigating committee may be made available to the House of Representatives before any appropriation is approved for said Board and College."

It was stated that this investigation is being asked because of lack of cooperation between these groups, while State College authorities insist that the major function of the Extension Service is educational rather than administrative.

Bill H-481, which is similar to bills introduced in previous sessions of the legislature, would provide that no municipality could enact or enforce dairy sanitary regulations which were "inconsistent with the provisions" of the present state sanitary regulations.

New Jersey Would Keep Control

Dairy legislation in New Jersey has centered principally on milk control. Senate Bill 16, introduced by A. F. Foran, would continue the old milk control act on substantially its present basis.

Senate Bill 101, introduced by H. H. Hollinshed, would put milk control on a permanent basis, continuing most of the features of the present milk control act but providing for a one-man commissioner, appointed by the Governor, with a

deputy commissioner to be selected by him. Several other changes of a technical nature are included in this bill which was drawn up according to policies approved by the New Jersey Dairymen's Council, in which the Inter-State Milk Producers' Cooperative and other New Jersey agricultural organizations are active.

Assembly Bill 68 would provide that an investigation be made to determine the desirability of continuing control, the accompanying statement stressing the fact that control has acted for the benefit of the farmers to the detriment of consumers.

Two other dairy bills have been introduced, one which would specify the hours during which retail and store deliveries of milk would be made and another providing a \$2.00 license fee on all milk delivery wagons and trucks.

Rubber Tires Save Machine and Power

Most steel-wheeled manure spreaders are jarred to pieces instead of being worn out, comments V. S. Peterson, agricultural engineering specialist at Pennsylvania State College. Spreaders rolling on rubber rather than steel will pull with from 20 to 50 percent less effort and last much longer because the tires absorb the shocks.

The most economical method of changing from steel to rubber is by cutting down the steel wheels on the spreader and welding the proper-sized drop center rims to the spokes. Used automobile and truck tires then are mounted on the rims. The front wheels are equipped with 6.50 x 16 automobile tires and the rear wheels with used truck tires.

To keep the spreading rate the same, the outside diameter of the truck tire should be slightly greater than that of the original steel wheel. Truck tires used range in size from 7.50 x 20 to 7.50 x 28.

Tires no longer safe for the high speeds on automobiles and trucks often can be found on the farm or purchased at a reasonable price from tire shops or service stations. The drop center rims sometimes can be obtained from junk yards. Most communities have shops where the steel wheels can be cut down and the rims welded on the wheels.

Maybeth: "Have your fiance's people accepted you yet?"

Maybell: "I'll say they have. I got bawled out last night for using the guest towel."

Don't Get Sold Down the River

by the cow you didn't sell! Fat cows, medium cows, even skinny cows are bringing more per cwt. today than they have in a long while.

The best dairyman in the world can't get a maximum profit out of a poor producer, but usually she is the easiest cow in the herd to get fat; also there is no better way to get a higher return for our milk than to produce it at a lower cost and lower costs just don't go with low producers.

We may have to wait on the legislature to correct "consignment" but we can stop running an old ladies' home for boarder cows tomorrow.

And tomorrow is not too soon to do it!

O. H. Hoffman

Good Dairymen Result From 4-H Training

SPRINGTIME is planning time for 4-H club activities. One of the most interesting, instructive and valuable activities of 4-H dairy clubs is the sponsoring and organization of demonstration teams which show the best ways of carrying out practical and useful dairy farming practices.

At the 1940 National Dairy Show, held at Harrisburg, Pa., in October, 4-H club teams from 44 states put on dairy demonstrations. These were divided into three sections, one on production, another on manufacturing dairy products and a third on the use of dairy foods in the diet.

Of all the demonstrations in the production division, that of guarding the quality of milk was most popular, with 15 teams showing how best to perform the various phases of this every-day dairy farm activity. Four teams demonstrated the proper method of selecting dairy cattle, while calf feeding, the use of a milk cooler, fitting for the show ring, care of the milking machine, the Babcock test, silos and dairy rations were among the other subjects demonstrated.

Calf Feeding Modernized

The demonstration team from Maryland, with calf feeding as their subject, won the production demonstration contest for the Northeastern section of the country. This team, consisting of Fred Kretzer and David McKee, showed how calves are raised on the whole-milk-producing Kretzer farm, on which, incidentally, David was a hired hand. These boys did a splendid job in showing a modernized yet

simple and practical method of raising well grown calves at a minimum of cost.

The teams from Delaware and Pennsylvania both demonstrated certain phases of quality milk production and showed practical methods of maintaining the original good quality of milk as long as it is in their care on the farm. The New Jersey team, from Woodstown, demonstrated the use of the Babcock test.

Practical Work Stressed

4-H club leaders, both state and local, are realizing more and more the value of practical demonstrations in making dairy club work really effective. This is a recognition of the need for economy of production and for prime quality in our dairy products if we are to expand our markets and compete with other products which are vying for the attention and money of the public.

State club leaders in Delaware, Maryland, New Jersey and Pennsylvania are again laying plans for state 4-H dairy demonstration contests, the demonstration work being a part of their regular 4-H dairy activities. If possible, each state's winning demonstration team will compete in the national contest, which will be held at the National Dairy Show at Memphis, Tenn., in October. This work is being encouraged by the Inter-State Milk Producers' Cooperative through help extended each state for the promotion of this activity. Plans for this help are worked out with 4-H club leaders of the respective states.



Miss Frances Whittaker of Huntingdon, Pa., sends us this interesting picture of Dewey and Rosy ready for a trip on her hand sled.

Fred Gauntt Receives Voorhees Award

Fred Gauntt, foreman of the New Jersey Agricultural Experiment Station dairy herd, was awarded a citation by the E. B. Voorhees Agricultural Society at its annual meeting at New Brunswick early in February.

This Society is an organization of graduates of and students in the 12-week farm short courses at the Rutgers College of Agriculture.

Mr. Gauntt is also instructor in the short course and in the past has worked as a cow tester, dairy cattle judge, assistant county agricultural agent, and as herdsman at the Sussex County hospital farm.

Wyoming now ranks fifth among the dairy states of the nation in the production of Swiss cheese. The annual output is about 1,250,000 pounds.

Glass, China and Reputation, are easily cracked and never well mended.

INTER-STATE MILK PRODUCERS REVIEW

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The Cover Picture

Our cover picture this month features Design What a Chance, a three-year-old Jersey from the herd of H. B. Crowgey of Elkton, Maryland. Mrs. Crowgey is at the halter.

This picture was taken at the annual meeting of the Southern States Cooperative, held in the Lord Baltimore Hotel, Baltimore, October 31 and November 1, and "Design" was the center of a guessing contest for all persons attending the convention.

On one side of her stall was a milk can, built on a scale which

would hold her year's production of milk, 7354 pounds; and on the other side, a bag containing the quantity of Southern States 24% dairy ration which she consumed in a year. Guesses were made by 1491 persons as to the number of pounds of this feed eaten by the cow, the exact amount being 1874 pounds—the nearest guess being one pound higher.

Borrowed Editorial

The Measure of Success

Back of all co-operative movements stands the farmer and his family who, in the end, must be the chief winner or loser. There is no question but what co-operation has been of great value to farming, but it is always in proportion to the actual part the farmers themselves have taken.

Farmers cannot say, "Go ahead" to co-operative marketing. They must say, "Come on." They must be the leaders. They must be in the fight and not on the side line. If the work is to be done well and economically and profitably they must learn how, and do it.

From milking the cows to selling their butter and making it the best-known food product in the world, is all a part of the farmer's work.

—The Cow Bell, Edmonton, Alberta

If In Doubt—

File An Income Tax Return

Did you take in from all sources last year a total of \$800 or more, or if married, \$2000 or more? If so, you are required to file a Federal Income Tax return covering your 1940 earnings. Please note that a report must be filed by any person whose gross income is above those amounts, whether or not a tax will be required.

Authoritative reports indicate that a very careful checkup is to be made among citizens who appear to come under the requirements for filing a report, and a penalty can be assessed against anyone who fails to take care of this matter.

March 15 is the deadline for filing the income tax return and if help is desired, we suggest seeing your banker, your county agent or a representative of the Bureau of Internal Revenue. Use form 1040F if a part or all of your income was from farming operations.

Unless this has already been attended to, it deserves your immediate attention.

Do you remember way back when our one big European problem was another worm—the European corn borer?

Personal Glimpses

A freshman member of the Delaware legislature is **Harris B. McDowell, Jr.**, of Middletown, who was elected to this office last fall. He is succeeded on Delaware's State Board of Agriculture by **Irvin G. Klair**, well known as president of the Newark Local, as a member of the Wilmington Inter-State Milk Marketing Committee and for his work in other farm organizations.

Joseph Thornton Plummer, Jr., who arrived on the scene on February 21, is the new boss in the home of Inter-State Field Representative "**Jake**" Plummer of Lewistown. Congratulations to the Plummers.

An army pilot made a forced landing in a field near Bridgeton, N. J., and was invited to stay for dinner. The hosts were **Mr. and Mrs. Percy R. Blew**.

Our deepest sympathies go out to **Mortimer McKee** of West Chester, whose wife, **Edna McKee**, was accidentally killed in an automobile accident on February 25. She was driving with her daughter, **Frances**, who escaped with minor injuries. Mortimer is president of the delegates of District 15.

Inter-State lost a real friend with the death of **Low Satterthwaite**, Newtown, Pa., on February 26. He was well known as a Holstein breeder and served as secretary of the Newtown Local for many years. Just a year ago he sold his herd and transferred his Inter-State membership to his son, **Edward S. Satterthwaite**.

April Review to Carry Dairy Conference Reports

Between the time the Review goes to press on Monday, March 3, and when it reaches you later in the week, the sessions of the Northeastern Dairy Conference will have been held. We regret the impossibility of reporting these meetings in this issue, but we do not feel that we can hold up the Review the several days that would be necessary in order to do this.

Some of the highlights of the Conference will be discussed in the April Review and the daily press will doubtless carry considerable news concerning the Conference.

Bachelor Boss (invited out to dinner by one of his employees): "I don't often have such a dinner as this, young fellow."

Son of Family: "Neither do we. I'm sure glad you came."

Everything has four dimensions: Length, breadth, thickness and cost.

Plug the Consignment Loophole

The Supreme Court of Pennsylvania declared on October 28, 1940, that those milk dealers who secured their milk by "consignment" from the producer were free from the price fixing and bonding provisions of the Pennsylvania Milk Control Law.

In this same decision the Court said:

"If the legislature desires to change the law this can shortly be demonstrated by an amendment at the coming session, writing into the Act a provision covering milk sent to dealers on consignment."

In this sentence the Court clearly indicated that this loophole in the Act could quickly be closed. Governor James in his message to the legislature delivered on January 7, 1941, recommended that this be done. The Democratic party, in its agricultural platform, makes a similar recommendation.

In these uncertain and perilous times when most anything can happen—at this season of the year when production is on the increase—

in this period of our nation's history when costs, which are already rising, may come to a point where it may be necessary to secure a larger return for our producers—the Act continues legally to fix resale prices for the dealer but leaves the farmer out in the cold, without any sure guarantee of either price or payment, and even denies protection to the dealer who does not want to secure his milk on any such basis, since his competitor with higher utilization can secure milk on consignment and thus get it more cheaply.

With the Court having pointed out the way, with both parties in the legislature agreed as to the wisdom of the matter, and with the uncertainties now facing us, it is time for every producer of milk residing in the Commonwealth to bring immediately to the attention of his local Senator and Representative the matter of enacting at once this one short amendment to the Act and urge upon them that this very vital matter must not be delayed any longer.

Penn State Arranges Co-op Study by Mail

A new correspondence course in agricultural cooperation has just been announced by T. I. Mairs, professor in charge of correspondence courses in agriculture and home economics at the Pennsylvania State College. This course, which is available to all residents of Pennsylvania, includes a brief history of the cooperative movement and covers the organization, activities and management of cooperative associations now active in the state.

This is one of 42 correspondence courses now offered by the School of Agriculture. No charge is made for enrollment or instruction and study may be started at any time.

Good Cows Triple Their Owners' Wages

A farm management study in Michigan revealed that the average annual feed consumption of cows in 490 herds on which detailed records were kept consisted of approximately 2000 pounds of concentrates, 3000 pounds of hay, 5400 pounds of silage and other roughage and 166 days of pasture. The labor requirements for feeding, milking and other care averaged 154 hours per cow during the year.

After charging market value for all feeds and charging other proper expenses to the cost of keeping the herd, it was found that there was a labor and management income of 24 cents per hour for the herd owner.

The lowest one-fifth of the herds from the standpoint of production returned to their owners 11 cents an hour for their time and trouble, while the highest-producing one-fifth of the herds returned their owners 31 cents an hour. This was true in spite of 53 percent greater feed costs per cow in the high-producing herds.

"American Cooperation"

A valuable addition to cooperative literature has recently come off the press. This is "American Cooperation" 1940, which contains a record of the proceedings of the American Institute of Cooperation sessions, held at East Lansing, Michigan, last July.

Copies may be purchased from the American Institute of Cooperation, 1731 Eye Street, N. W., Washington, D. C., at \$3.50 post paid.

New Zealand contains more cows per capita than any other country in the world. The principal dairy product is butter.

Bang's "Remedies" Prove Worthless In Tests

Thorough tests of some of the reputed "remedies" for Bang's disease of cattle have shown that these so-called remedies are worthless in the prevention or cure of the disease.

The tests, which covered a three-year period, were made by the United States Department of Agriculture and the University of Wisconsin. In these tests herds of animals known by all scientific tests to be free of the disease were assembled. They were then divided in half and both halves treated exactly the same, except that one group was fed the so-called remedy according to the manufacturer's directions and the animals in the other group received none of the remedy.

After two months of this treatment all the animals were inoculated with the Bang's disease and the feeding of the remedy was continued to the group which originally received it for another two months.

The results of the tests showed practically no difference in the degree of infection among the two groups or in the number of abortions which occurred.

An analysis of one of the products showed that it consisted mainly of sugar with a small amount of wood creosote, a little ash and the remainder moisture.

Secondary Markets

LANCASTER

At the regular February meeting of the advisory committee of the Lancaster Inter-State secondary market, the milk market situation was discussed thoroughly. A slight production increase over December was reported but there have been good outlets for the milk of all members. The officers of the marketing committee were instructed to work closely with Director Horace K. Martin on legislative matters affecting Lancaster county dairymen which may come before the Pennsylvania legislature.

This committee elected Walter E. Herr to represent the group on the Lancaster County Agricultural National Defense Advisory Committee. A meeting of all Lancaster county members shipping to the New York market was held on January 13, in order to explain the proposed amendments to the New York Federal-State marketing order. This meeting was held to determine the desire of the members before the Cooperative cast its ballot on these amendments.

The percentages and prices on which the January blended prices for the New York market were determined are as follows:

Classes	Percentages	Class Prices
I Priced	50.60	\$2.650
I Relief	1.43	2.080
II-A	19.33	2.100
II-B	1.87	1.637
II-C	3.37	1.487
III-A	6.45	1.549
III-B	.66	1.637
III-C	9.78	1.247
III-D	3.49	1.212
IV-A	2.72	1.137
IV-B	.30	1.265

This gives a blended price of \$2.05 for 3.5 percent milk, f.o.b. the 201-10 mile zone, with the Lancaster price \$2.085.

TRENTON

The agreement between the Trenton Milk Marketing Committee and Castanea Dairies, concerning norms for 1941, has been approved by the New Jersey Milk Control Board and a copy sent each producer supplying Castanea Dairies.

Briefly, this agreement provides that producers whose average production during ten months of 1940, eliminating May and June, was the same as or less than the norm in effect on December 31, would have their 1941 norm determined according to the average production for those ten months. Producers whose average for the same ten months

was greater than the norm in effect on December 31 will receive an increase in their 1941 norms equal to 33.7 percent of this increase in production over the previous norm. Reports from producers generally seem to indicate that this arrangement is acceptable to them.

Milk production in the Trenton area has been fairly uniform, with little change during the past month.

ALTOONA-HUNTINGDON

The marketing committee, at its regular meeting, discussed the market situation and reported that the supply of milk was fairly well balanced with the demand.

Another subject discussed was the proposal that the relief law be amended so as to no longer require that milk go to families with children under sixteen. The committee members considered this of sufficient importance to contact their Senators and Representatives on the matter, urging that the law be maintained as it is.

The matter of milk advertising in the market was also discussed, it being felt that any general milk promotion program should be in the hands of the Dairy Council and that producers and dealers alike participate in the program.

New Bulletins

The Farm Credit Administration, Washington, D. C., Circular E-24—Three Principles of Agricultural Cooperation.

The Wisconsin College of Agriculture, Madison, Wisconsin—Circular 308—Raising Dairy Calves. Bulletin 450—What's New in Farm Science—part one of the annual report of the Director, Agricultural Experiment Station. (There may be a charge to out-of-state individuals for these bulletins.)

Small Marie, sitting on her grandfather's knee, after looking intently at his grizzled face and long white beard, asked him if he was in Noah's ark.

"Certainly not," replied grandpa. "What makes you ask that?"

"Well, then, why wasn't you drowned?" continued the little girl.

Mother: "I wouldn't play the piano so soon after your grandfather's death."

Little Sue: "It's all right, mother, I'm only going to use the black keys."

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during January, 1941.

Farm Calls	986
Non-Farm Calls	279
Butterfat Tests	1708
Plants Investigated (first half Jan.)	9
(second half Jan.)	16
Herd Samples Tested	219
Brom Thymol Tests	425
Microscopic Tests	172
Membership Solicitations	68
New Members Signed	20
Local Meetings	3
Attendance	241
District Meetings	18
Attendance	1086
Committee Meetings	14
Attendance	120
Other Meetings	22
Attendance	1264

Consumption of cheese has increased 36% since 1930. Consumption of American or Cheddar cheese alone has increased 45%.

Who Is Who In Pictures On Page 9

(1) J. M. Allison, secretary of District 13, registering Lawrence Robb at the Huntingdon meeting, with Director H. B. Stewart looking on. At extreme left; John T. Martin and daughter Alice awaiting their turn to register. (2) Ladies of the Methodist Church at Huntingdon passing the food. (3) S. R. Rishel, president of District 13, uses the microphone so that each of the 396 guests may hear his every word.

(4) George Lamb, timer; George Ball, quiz master; and the quizzed—Mrs. Carroll Pettit, Milton Layton, Joe Pettit, Clinton Leonard, Mrs. George Borden and Mrs. Morris Patrick provided instructive entertainment in the dairy quiz at the Woodstown, N. J., meeting. (5) The audience at Woodstown obviously enjoyed the program. (6) George Taylor greeting Mr. and Mrs. Alvin String as they arrive at the Woodstown meeting.

(7) The crowd at the Chestertown, Md., meeting enjoyed their program too. (8) H. Stock'on Startt auctioning a cake at the Chestertown, Md., meeting, proceeds going to charity. Others at the table are B. H. Welty, Dr. H. C. Byrd, O. H. Hoffman, Jr., B. B. Derrick, manager of the Maryland and Virginia Milk Producers' Association, and Director John Carvel Sutton. (9) Dr. H. C. Byrd, president of the University of Maryland, fortifies himself with a roll before giving his talk.

(10) O. H. Hoffman, Jr., and (11) Dr. Roger B. Corbett, director of the Experiment Station, University of Maryland, talk to the members and guests at the District 15 meeting at West Chester, Pa. (12) Two of the entertainers who provided music during the dinner and program at West Chester.

(13) The dinner crowd (most of it) at the District 9 dinner at Red Lion, Delaware.

(Picture 13 by Lee C. Hoffecker, Jr., Bear, Del., other pictures by courtesy of Farm Credit Administration.)



Inter-State Dinner Meetings in Pictures

District 13 (Huntingdon County, Pa.) in Pictures 1, 2 and 3. Woodstown, Salem and Mullica Hill Locals of District 23 in pictures 4, 5 and 6. District 19 (Kent County, Md.) in pictures 7, 8 and 9. District 15 (Chester County, Pa.) in pictures 10, 11 and 12. District 9 (New Castle County Del.) in picture 13.

Inside Altoona

"My little sister doesn't like milk, but I'll bet she'll drink it when I tell her the story," was the conclusion of one second-grader in the Altoona Public Schools after he had seen the puppet show given by the Dairy Council in its two-weeks health education program there from January 27 to February 7.

Covering the entire school district in Altoona for the first time in seven years, Council workers were pleased by the enthusiasm and appreciation of school children and the cooperation of Dr. Levi Gilbert and Father McNelis, superintendents of the public and parochial schools, and all of the school supervisors, principals, and teachers.

The program consisted of talks by Mr. Robert C. McKinley in the junior and senior high schools and in service clubs, puppet shows by Miss Myra Boucher and Miss Helen Camp in the public and parochial elementary schools, and a display of Dairy Council literature.

Programs Reach Thousands

Mr. McKinley reached 8,825 children and 130 adults with his talks, the "Job of Tomorrow," illustrating that boys and girls of today must be healthy for their jobs of tomorrow, and "Health Notes," the amusing story of how Oswald Blipp became a master-musician.

In the two weeks, 58 puppet shows were given to 10,152 children in 28 schools. Children in the primary grades saw "Mary Ann's Bouquet," the story of how a little girl gained back the roses she had lost from her cheeks with the help of the milkman-hero and some flower friends. "Two Boys in Disguise," a prince-and-pauper story in which the prince lives on a farm for a month and learns the health rules, was the intermediate grade show.

Children Thrilled

Many of the school children had never seen a puppet show before and were big-eyed with amazement and admiration. One boy told Miss Boucher, "I'd rather pay a quarter to see your show than go to the movies." Another remarked that he liked the play especially because all of the actors knew their parts. In still another school, Miss Boucher



was besieged by autograph-seekers (boys at that) who couldn't have been much more thrilled about Tom Mix himself.

What puzzled the young audiences most was trying to decide just who did the talking. When told that one person did it all, a boy remarked, "You talked for them all? Oh, then I know what the electricity was for. That made them walk." In another school, an open-mouthed admirer told Miss Boucher reverently, "Gee, you got good tone."

Samples of Dairy Council posters, teaching aids, and literature were displayed two afternoons in the office of the Lincoln school building in order that teachers might make their own selection. Requisitions for 18,344 pieces of literature were made by 15 principals (ordering for entire schools), 66 other teachers, and 3 dental hygienists. Special requests were also filled for the health department heads of the junior and senior high schools and the local WCTU.

Posters in Demand

Supervisors and teachers remembered the Dairy Council programs and literature and remarked that, in the seven years since the Council had visited Altoona schools, there had been nothing to replace its material. One teacher said that she was still using a set of posters she had received seven years ago and had cleaned each year to use again next term. "Maybe I can get a new set now," she smiled.

"We hope you come back next year," was the friendly farewell of the teachers. And the children added their enthusiastic voices: "Come back tomorrow. Come every day."

The Maternity Clinic of the University of Pennsylvania Hospital has asked Miss Lucy Queal, nutrition worker, to conduct an instruction class on nutrition, stressing the need of milk for mother and child.

Cream Lines

Newest of the Dairy Council's loan projects is the Baby Project, consisting of a rubber baby doll, bassinet, baby clothes, bottle, and posters.

The project is based on the experiment made some years ago when school children took care of a real baby in Norristown and is similar to the Patsy Project except that it is for 6th and 7th grades.

Three of the Council's High School Posture Posters, released in a series of eight last fall, are included in the Commercial Art Exhibit displayed in the Philadelphia Art Museum from February 3 to March 2.

One of the more unusual requests received by the Council from school principals is to teach children how to make animal sounds. An early puppet show, the "Barnyard Animal Party," is now loaned to schools who work out their own shows. Several times teachers have asked for aid with the animal sounds, and Miss Dorothy Chandler, of the dramatic department, obliges with her best moo and crow.

Miss Chandler is also teaching puppet-making to a 5th and 6th grade Puppet Club at the Llanerch Elementary School, Llanerch, Pa. Scripts for shows are available at the Council.

Dr. Irving J. Wolman, pediatrician at the Children's Hospital, has asked Miss Frances Hoag, Council nutritionist, to conduct an experiment with babies in the Heart Hospital to determine the nutritional value of their weekly diet.

During January, 1941, a total of 72,501 school children and adults attended Dairy Council nutrition and dramatic programs, as compared with 69,966 in January, 1940. The programs included 223 puppet shows and stories, 41 nutrition lectures and food demonstrations, 39 talks, 27 plays, and 23 slide talks and movies.

"The Fashion Show," Happy Goldsmith's play used by the Council from 1925 to 1935, has been remodeled and is now being produced again in the junior and senior high schools by Miss Louise Everts and Miss Bertha Lawrence. Always a favorite with high school girls, the play combines fashions and health.

Dairy Industry at Last Starts Advertising Program

WE ARE now entering the fifth month of the advertising program sponsored by the American Dairy Association. Recognizing that it is frequently difficult to obtain an accurate measure of the effectiveness of advertising, there appears to have been substantial gains in butter sales traceable directly to this ADA advertising program, started in November.

The consumption of butter showed an upward trend for the entire country during the past several months but, comparing markets in which the advertising program was carried out with similar markets with no ADA advertising, we find in practically every instance that the increased sales are much greater in the markets receiving the benefits of the ADA advertising. For example, the gain in butter sales in Philadelphia, where ADA newspaper and radio advertising has been carried on, was 4 percent greater than in Pittsburgh which did not have the advertising.

Stress Cheese During Lent

During the lenten season the advertising program will feature cheese. It will use newspapers, radio and counter display cards, as well as recipe leaflets, in this campaign. One of the featured recipes is "cream of cheese" soup and restaurants, hotels and diners will be urged to feature this item on their menus.

In commenting upon the effectiveness of and need for this advertising, we find many merchandising authorities enthusiastic about it. A typical comment is that of George W. Diehl of the national butter department of the A & P organization, who says: "With so many products competing for a share of the consumer's dollar, it is of the utmost importance that the dairy industry vigorously promotes the sale of its products. In our opinion, this can best be accomplished by a merchandising campaign such as the one now in progress."

Strengthen Our Position

Another important feature of the advertising program has been emphasized by W. S. Moscrip, president of the Twin City Milk Producers Association and well known to Holstein breeders and dairymen generally of the country. He says: "When the war is over and other nations resume production and the fight for markets is renewed, it will be absolutely essential that our

industry use every modern method of sales promotion if we are to keep step with our competition and with increased production in this country in the efficient sale of our products."

The backwardness of the dairy industry in advertising its products was emphasized by Moscrip with the statement that "We are told that in 1938 the manufacturers of substitutes for dairy products spent almost four million dollars in national advertising presenting their case to the American housewife. That year the dairy industry spent exactly nothing in national advertising in attempting to reach the American public in the sale of its products."

Producers Raise Funds

Funds for this advertising program have been raised by the dairymen themselves. States in which the dairymen are participating in the program include Iowa, Minnesota, Montana, North Dakota, Washington and Wisconsin. In most of the states producers have agreed voluntarily to a deduction from their milk or cream checks amounting to one-half cent per pound of butterfat marketed during a certain month, usually June. In Iowa a similar deduction has been authorized through a state law enacted upon the insistence of dairymen.

Active organization work is now under way in California, Illinois, Indiana, Kansas, Michigan, Missouri, Nebraska, Ohio, Oregon, South Dakota and Utah, in an effort to obtain the support of dairymen in those states in this program for the expansion of the sales of butter, cheese and other dairy products, and hence, strengthen the entire dairy price structure.

Considered In Pennsylvania

A meeting was held at Harrisburg during the State Farm Show week to discuss the possibilities of

Pennsylvania participating in this program. As yet no further report is available except that the subject is on the program of the Northeastern Dairy Conference, being held in Philadelphia the first week of March.

It is estimated that, on the basis on which funds are now being raised, Pennsylvania's annual contribution would be approximately \$75,000, or one cent on every 500 pounds of four percent milk.

The American Dairy Association advertising program is intended as a supplement to dairy council work and since starting operations in November, has cooperated closely with the National Dairy Council and local council units.

Give Cows Salt On Cafeteria Plan

A rather extensive study of the need for salt in the rations of dairy cattle reveals that perhaps the best measure of this need is the appetite of the individual animal.

Figures recently reported about the salt consumption of the 150 dairy cows—30 of each of five breeds—at the Borden exhibit at the New York World's Fair, revealed a tremendous difference in the amount of salt consumed. The grain ration of the cows at this exhibit contained approximately one percent of salt and in addition a salt brick was placed in each cow's manger and the amount of this extra salt consumed was determined by accurate weighing.

At the 1939 exhibit the amount of salt consumed in addition to that in the ration varied from none to 50.4 pounds per animal during the 6-month period. There was only a slight correlation between salt consumption and milk production.

During the 1940 operation of this exhibit, it was observed that the amount of extra salt consumed varied from 0.6 to 28.6 pounds during the 4-month period—the average consumption being slightly more than seven pounds for each of the 105 cows that were at the exhibit more than 100 days.

An attractive subject, plus good camera work, wins a Review picture contest prize for Theodore Hoffeditz of Greencastle, Pa. The picture is of the Hoffeditz home.



Ten More Successful Dinner Meetings of Members

THE FEBRUARY schedule of dinner meetings included ten such events in nine different Districts. The first meeting of the month was that of District 9 at the Community Hall, Red Lion, Del., on February 4. Featured on the program were Dr. Fred F. Lininger, professor of agricultural economics and vice-dean of agriculture at Pennsylvania State College and B. H. Welty, president of Inter-State. Brief talks were also given by Director J. Leslie Ford and Fieldman Floyd R. Ealy, and the delegate's report by Henry C. Mitchell.

The meeting was especially fortunate in having Governor Walter W. Bacon in attendance and in a few brief remarks he emphasized his interest in agriculture and complimented the District and the Cooperative on the splendid turnout and obvious enthusiasm and interest of the members.

McKee Speaks

The Southern Lancaster and Quarryville Locals of District 11 met at Quarryville on February 5, with Mr. Welty giving the principal talk. Other features of this program included "Magical Moments" by Inter-State's field representative, Dudley Winter, and a demonstration by Quarryville Vocational High School boys on the production of quality milk.

District 8 held its annual dinner at the Kimberton Grange Hall on Friday, February 7. Headlining the program at this event were John M. McKee, chairman of the Pennsylvania Milk Control Commission and O. H. Hoffman, Jr., Inter-State's general manager. An excellent crowd turned out and a keen interest in milk marketing problems was evident.

A full program, well carried out, was the order at the District 26 dinner held at Chambersburg on February 11. The principal speakers at this meeting were General Manager O. H. Hoffman, Jr., and Howard G. Niesley, assistant director of the Agricultural Extension Service at Pennsylvania State College. Other features included music by the Chambersburg High School orchestra and the magical moments performance by Dudley Winter.

District 12 held its first dinner of this type at Harrington, Del., on February 12. In addition to a talk by Mr. Hoffman, Henderson Supplee, Jr., president of the Supplee-Wills-Jones Milk Company, also talked to

the members, bringing out some of the problems faced by milk distributors in getting the milk from producer to consumer. Other speakers included Kenneth Baker, Delaware dairy specialist, and George Worri-low, New Castle county agricultural agent, with Dudley Winter again performing his mystifying tricks.

An Overflow Crowd

The District 19 dinner, held at Chestertown on February 13, attracted an over-flow crowd that more than filled the banquet hall. Featured on this program were Dr. H. C. Byrd, president of the University of Maryland; B. B. Derrick, general manager of the Maryland and Virginia Milk Producers' Association, and Inter-State's general manager, O. H. Hoffman, Jr. Entertainment was provided by the Sudlersville quartet and by Dudley Winter.

Through special arrangements, several directors and employees of the Maryland and Virginia Milk Producers' Association also attended in order to study the dinner meetings held in Inter-State territory, how they are planned and carried out. Two representatives of the Farm Credit Administration at Washington were also present for similar reasons.

Two Dinners in District 20

District 20, not being able to find a suitable hall for handling a District-wide dinner, held two dinners on Tuesday, February 17. Members from the Williamsburg, Sinking Valley and Port Matilda Locals met at Williamsburg at noon, while the members from the Curryville, Claysburg, Cresson and Hollidaysburg Locals met at Duncansville at 7:00 P.M. Programs at both meetings were similar, with B. H. Welty, Inter-State's president and F. P. Willits, Inter-State's statistician, bringing to the members reports of the work of the Cooperative, the market situation and the effects of the preparedness program upon the dairy industry. Robert McKinley of the Philadelphia Inter-State Dairy Council gave an interesting talk on "The Job of Tomorrow."

Inter-State members of District 17, Bucks county, held their annual dinner and meeting at Buckingham on February 26. In addition to reports of Local activities, General Manager O. H. Hoffman, Jr., discussed Inter-State's work and ac-



Although unseasonal, this spring snow furnished Mildred Davis of Lyndell, Pa., the opportunity for an interesting picture. Notice cat coming down the tree headfirst.

complishments, as well as milk marketing problems which now confront our producers. Wm. C. Welton of the Farm Credit Administration discussed some of the underlying economic problems facing agriculture in general and dairying in particular. Dudley Winter was again called upon to pull rabbits out of hats and perform other tricks of magic for the entertainment of the guests.

The "turkey dinner meeting" of District 22 was held at Cordova on February 27, with an excellent program. A. Raymond Marvel, Inter-State director and State Senator from that district, served as toastmaster, with C. I. Cohee, president of the Philadelphia Inter-State Dairy Council giving the principal talk. County Agent R. S. Brown led the group in songs and Dudley Winter was again present with his bag of tricks.

Lewistown On March 1

The Lewistown Local of District 16 held its dinner meeting at Lewistown on March 1. Speakers on the program included Dr. Kenneth Hood, agricultural economist at Pennsylvania State College, General Manager O. H. Hoffman, Jr., Wm. H. Boyd, manager of the Lewistown plant of Supplee-Wills-Jones Milk Company, and J. J. Camp, manager of the Altoona-Huntingdon secondary market. The job of toastmaster was filled by Levi K. Yoder and Jonas Kauffman was song leader. Leona Aurand, dairy queen from District 16, was honored guest at the meeting and entertainment was provided, as usual, by Dudley Winter.

A dinner meeting of District 21 members is scheduled at the Grange Hall, Loysburg, Pa., at 7:00 P.M., on March 6.

Directors Study Market Conditions

THE DIRECTORS of the Inter-State Milk Producers' Cooperative held their regular board meeting on February 20 and 21. The forthcoming sessions of the Northeastern Dairy Conference were discussed and it was decided that the board members attend the conference.

There was a discussion of legislation affecting farmers in both New Jersey and Pennsylvania, with most of the attention centering on milk control legislation. Further details on legislation appear on page 2.

The directors went on record in favor of the Cooperative taking prompt action in bringing to the attention of delegates and Local officers, and through them to members of the Pennsylvania legislature, the urgent necessity of plugging at once the consignment loophole in the present milk control law by means of an amendment to the Act.

A favorable report was given the directors on the progress of the membership drive. Because of a late start, due to Farm Shows, grippe and bad weather, only a fraction of the non-member prospects have been called upon, and a preliminary report covering these showed 127 new members signed up. It was also reported that the number of withdrawals had shown a marked decrease from the previous year and was the lowest since the first year of the Cooperative.

The directors were brought up-to-date on the situation concerning two milk dealers who were behind in payments to their producers, and possible courses of action were discussed, with the management being instructed to proceed in each case as later developments seemed to indicate.

The directors approved a proposal that, beginning June 1, field representatives in their work would be required to use automobiles leased for their use by the Cooperative.

The directors went on record in favor of a revision of the milk exhibit rules at the Pennsylvania Farm Show so as to permit 4-H club members and members of Future Farmers of America to compete in the contest, and, if that could not be arranged in the open contest, to provide special classes for their exhibits.

There was a general discussion by the directors of market and membership conditions prevailing in their respective territories.

The farm and the shop each needs what the other produces. Raising food, making tools, transportation—those are three basic jobs. — Ford

DE LAVAL MILKERS

BETTER MILKING FOR ALL HERDS

—FROM LARGEST TO SMALLEST



DE LAVAL MAGNETIC SPEEDWAY MILKER
• WORLD'S BEST •



NEW DE LAVAL Sterling MILKER
• FOR SMALL HERDS •

The De Laval Magnetic Speedway Milker is different and better in principle—different and better in performance. It is the only milker having pulsations for each unit created and controlled at the pulso-pump, assuring regularity of milking.

Every unit milks with the same uniform, regular action day after day, with the result that your cows are always milked in the same perfect way. There can be no variation in milking regardless of who operates the milker.

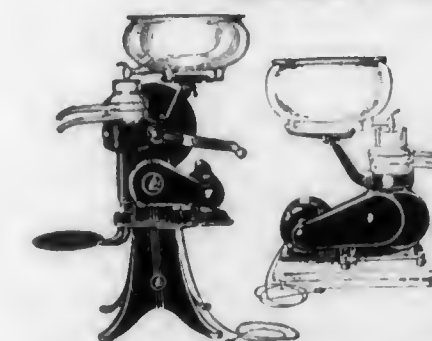
For best, fastest, cleanest milking . . . for greatest time and labor saving . . . for highest quality milk production, greatest simplicity and dependability, you must use the De Laval Magnetic Speedway Milker.

The new De Laval Sterling Milker is a worthy companion to the great De Laval Magnetic Speedway Milker and provides De Laval quality milking for small herds.

The wonderful "Simplicity" Pulsator has only two moving parts and provides positive, precise milking speed and action that pleases the cow. The "Simplicity" Pulsator should not be compared with other pneumatic type pulsators for there are none comparable to it.

De Laval Sterling Single or Double Units may also be used on any other make of single pipe line installation to obtain De Laval quality milking without immediately changing over the entire installation.

De Laval Separators



De Laval World's Standard and Junior Series Separators best for every need and purse. High or low stands. Electric motor drives furnished for all except No. 1 size.

THE DE LAVAL SEPARATOR CO., Dept. 6125

New York, 165 Broadway
Chicago, 427 Randolph St.
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Name

Town

State.....RFD.....No. Cows.....

FREE TRIAL - EASY MONTHLY PAYMENTS

Mark Keeney Honored

The New Jersey State Board of Agriculture has, since 1932, made annual awards to outstanding personalities in New Jersey agriculture. These are known as "citations for distinguished service to New Jersey agriculture" and in 1941 the awards were made to Mrs. Elizabeth F. Lee and Mark H. Keeney.

Mr. Keeney is well known to dairymen throughout the country as manager of the Sussex County Hospital herd of purebred Holsteins, one of the outstanding dairy herds of the nation. The prominence of this herd is largely due to Mr. Keeney's management as a practical dairy farmer and as an expert breeder of cattle.

The sweetness of low price never equals the bitterness of poor quality.

FREE!

To Poultry Raisers Only

Just to make new friends and customers and so you'll know how good our chicks are, we will give you, your choice of many FREE Gifts, as an inducement to try our chicks this year. We offer the best quality, some of the lowest prices in our history. All popular varieties. Purebreds. The NEW money-making hybrids. Sexed Chicks. Many 300 egg foundation bloodlines. Contest Winners. Blood-tested. **TRIPLE-SELECTION insures 98% LIVABILITY.** Easy Credit Plan. Tremendous bargains! Write—Steelman's, Box 1003, Lansdale, Pa.

He who can have patience can have what he will.

The fellow from Missouri says his home state stands at the head in raising mules because that is the only safe place to stand.

Supply Increases Seasonally

MILK PRODUCTION has started its seasonal upward trend in the Philadelphia milk shed and is now at a record high level for this time of year. This situation also prevails over the country generally. The national average production per cow was 13.46 pounds per day on February 1, 1941, or 0.8 pound more than a year ago and an all-time high for that date. As of that date, production in New Jersey was up 0.3 pound per day and in Pennsylvania, 0.2 pound over last year, while Maryland production was down 0.2 pound. In the milk shed, January milk production averaged 235 pounds per day per shipper, as compared with 218 pounds a year ago, an increase of 5.5 percent.

Business conditions in the Philadelphia sales area show an upward trend as reflected in employment and payrolls. Employment in December, 1940, (latest available report) was up 5 points over December, 1939, while payrolls had advanced 22 points, a net advance to the working man of 17 points. These advances began in August and have gained momentum each month.

Sales of fluid milk, however, according to available information, have not shown any substantial increase up to the year's end, in spite of these improved conditions. However, should the increased employment and payrolls continue in the area, it is fair to assume that the situation should soon be reflected in a greater demand for milk.

FOR PICTURES ENTERED
IN THE **REVIEW**
PICTURE CONTEST

CASH PRIZES

Prizes: \$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to: Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements of Picture: Clear, sharp outlines, attractive background. Farm subject that will interest others on its merit.

Description of Picture (Brief)

Identification of Sender

(Unused pictures will be returned)

Daily sales of fluid milk during January increased 3.09 percent over the same period a year ago, according to reports to the Milk Industry Foundation from leading distributors in 152 markets of the country.

Milk cow numbers continue their upward trend, with 25,917,000 cows and heifers two years old and over being reported on farms on January 1, 1941, an increase of 520,000 over a year ago and 813,000 over the ten-year (1930-39) average. The number of heifers and calves also showed considerable increase. On January 1, 1941, there were 5,545,000 yearling heifers, an increase of 111,000 during the year. Heifer calves had increased in number from 5,783,000 to 5,929,000 during the same period. These figures are indications of further increases in cow numbers and in milk production, unless the price of beef induces closer than usual culling of older or low-producing cows from our dairy herds.

Fluid milk prices in nearby markets have remained practically unchanged during the past month. There was a 40-cent per hundred-weight reduction in the Class I price at Buffalo, New York, following a similar increase one month earlier as provided in the marketing agreement program for that area. The retail price was reduced one cent per quart at the same time. The Class I price dropped 17.5 cents in the San Francisco, California, market and the Lexington, Kentucky, flat price was reduced five cents, with no retail change in either case.

The Class I price increased 25 cents at El Paso, Texas, and 23 cents at Beloit, Wisconsin, during February, with 1-cent retail advances in each case. When one Washington, D. C., concern, retailing through its own stores, came out during February with a 2-quart container at 19 cents, other stores in the city started to meet this competition.

Butter prices dropped slightly in February, averaging 30.8 cents per pound for 92-score butter at New York, which gives a Class II price of \$1.73 per hundredweight of 4 percent milk, as compared with \$1.74 in January. These prices are slightly higher than in February, 1940, when butter averaged 29.59 cents and the Class II price was \$1.67.

Butter production was up 46 million pounds in 1940 over 1939, while apparent trade output, or consumption, was down 13 million pounds during the same period. Storage supplies of butter on hand as of February 1, 1941, were 29,894,000 pounds, or 700,000 pounds more than on the same date of 1940.

Storage supplies in the ten principal markets on February 25 totalled 11,790,000 pounds as compared with 13,536,000 pounds for the corresponding week-day of last year.

Oleomargarine production in 1940 was up 19 million pounds over 1939. It may be more than a coincidence that, with this increase in oleomargarine consumption, butter consumption fell off 16 million pounds.

Exports of dairy products have shown increases during the past year, condensed milk exports increasing from 2,269,000 pounds in 1939 to 27,384,000 in 1940; evaporated milk from 27 million to 119 million pounds; dry whole milk increasing about 1 million pounds; dry skim milk increasing from 2 million to nearly 9 million pounds; and butter exports increasing 640,000 pounds or 30 percent, with cheese exports up 20 percent. Export sales of processed cheese and cheese spreads increased from 977,000 to 1,614,000 pounds.

Imports of cheese dropped from 59 million down to 33 million pounds in 1940, while imports of butter increased from 1,107,000 to 1,387,000 and casein imports increased from 16 million to 25 million pounds.

Evaporated milk production continues heavy, with 171 million pounds produced in January, 1941—up 8 percent from January, 1940, and 41 percent over the 122 million-pound 5-year (1935-39) average. These are data on the supply from 116,000 producers.

Stocks of evaporated milk on February 1 totalled 189 million pounds, up nearly 2 million pounds over January 1 and 33 million pounds, or 21 percent, over February 1 a year ago. Prices paid producers in January by evaporators averaged \$1.46 per hundredweight for 3.5 percent milk, f.o.b. the factory. This was down 13 cents from December and 4 cents lower than the January, 1940, price.

Cream prices for the week ending February 15 averaged between \$14.50 and \$15.25 per 40-qt. can of 40 percent cream, as reported in the "Weekly Milk and Cream Report" of the U.S.D.A. This compares with \$12.75 for the corresponding period of 1940.

In terms of 4 percent milk, this price range would be equivalent to \$1.75 to \$1.85 per hundredweight of milk, not considering the value of skim milk or cost of separating and handling. The February Class II price, f.o.b. Philadelphia, is \$1.73.

Feed prices during February, 1941, were generally lower than the previous month and with few

exceptions were lower than a year ago. As compared with a year ago, changes ranged from an increase of 6.57 percent on bran to a decrease of 21.76 percent on linseed meal. Compared with January, all feeds listed were down from 1 to 9 percent, except 16% ready mixed dairy ration which was up about 2 percent. For further information on feed prices see tabulation on page 6.

FEBRUARY, 1941, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	31 1/4	30 3/4	30
2	31 1/4	30 3/4	30
3	31 1/4	30 3/4	30
4	31 1/4	30 3/4	30
5	31 1/4	31	30 1/4
6	31 1/4	31 1/4	30 1/2
7	31 1/4	31 1/4	30 1/2
8	31 1/4	31	30 1/4
9	31 1/4	30 3/4	30
10	31 1/4	30 3/4	30
11	31 1/4	30 3/4	30
12	31 1/4	30 3/4	30
13	31 1/4	30 3/4	30
14	31 1/4	30 3/4	30
15	31 1/4	30 3/4	30
16	31 1/4	30 3/4	30
17	31 1/4	30 3/4	30
18	31 1/4	30 3/4	30
19	31 1/4	30 3/4	30
20	31 1/4	30 3/4	30
21	31 1/4	30 3/4	30
22	31 1/4	30 3/4	30
23	31 1/4	30 3/4	30
24	31 1/4	30 3/4	30
25	31 1/4	30 3/4	30
26	31 1/4	30 3/4	30
27	31 1/4	30 3/4	30
28	31 1/4	30 3/4	30
Average	31.30	30.80	30.07
Jan., '41	31.75	31.07	30.11
Feb., '40	29.91	29.59	29.03

Producers Approve N.Y. Order Changes

THE referendum held on February 17 to determine whether producers accepted or rejected the proposed amendments to the New York Federal-State milk marketing order, resulted in an overwhelming 99 percent approval for the amendments.

The same amendments had been submitted to a vote in December, with the result that about 59 percent approval was obtained, which fell short of the 66 2/3 percent necessary for adoption of the amendments. The moves and counter moves which followed were explained on page 3 of the February Review.

The Federal referendum, which showed such an overwhelming majority in favor of the proposed changes in the order, has resulted in withdrawal of the announcement by Secretary of Agriculture Claude R. Wickard, that the marketing order would be suspended on February 28. This is extremely fortunate for producers as it was generally admitted that should the order be discontinued right at the start of the heavy production season, ruinously low prices would result, such as occurred in 1939 when a lower court nullified the order, a decision which was later reversed by the United States Supreme Court.

The amendments, which became a part of the order on March 1, provide among other things that the allowance to milk handlers for diverting milk from a milk receiving plant to a manufacturing plant

Here's An Easy Way to Kill Lice

NOW you can kill lice on your livestock without clipping, dousing, or powdering your herd.

Simply spray the animals with Gulf Livestock Spray—about 2 1/2 oz. per cow. Then, brush the spray into the hair thoroughly because Gulf Livestock Spray kills lice by coming in contact with them. Use a stiff-bristled brush—an ordinary scrubbing brush will do.



1. SPRAY IT ON!

Gulf Livestock Spray is made of pure, high-quality ingredients. It does not burn or blister the animals' skins, when used as directed. In fact, it actually helps dress their coats.

Gulf Livestock Spray delousing treatments cost less than 3¢ per animal. Give your herd relief today!

FREE! Ask for Gulf's helpful "Farm and Ranch Bulletin" which lists control methods for lice, scab mites, and other external insect parasites. Write: Gulf Oil Corp., Gulf Refining Co., Dept. S.H., Gulf Building, Pittsburgh, Pa.



2. BRUSH IT IN!

GULF LIVESTOCK SPRAY

For Sale by Many Leading Feed Stores, Milk Companies, and Gulf Service Stations . . . 1-Gal. Can \$1.19—2-Gal. Can \$1.99



Famous Animal Clipper
ANDIS Electric
New Improved Model
Only \$17.50 POST PAID
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Here is the biggest electric ANIMAL CLIPPER bargain ever offered. Now you can get a genuine Andis—the original single unit clipper—at the lowest price in history. The Andis is easier to operate—its weight rests on the animal as you guide it with the form fitting handle. Has a more powerful, fan cooled and dust sealed motor—no shafts or standards. Blades run on hardened steel roller bearings—are quickly interchangeable for clipping cattle, horses, sheep, dogs, etc. The Andis is the choice of leading Dairymen, Army Posts, Hunt Clubs, and Breeders everywhere.

Low Cost Operation—A Battery Runs It! You can run an Andis all day for a few cents. There is a model for every current: Standard 110 volt AC or DC, only \$17.50. Models for 9 v. storage battery, 9 v. DeLaval Unit, 22 v. light plant, 220 v. High Line, 22 extra. 20 feet of unbreakable rubber-covered cord regular equipment. Send only \$1 (specify voltage wanted)—pay postman balance (we pay postage) or get your Andis from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.

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Horace F Temple
INCORPORATED
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If you want to accomplish anything—don't think of it directly—think beyond it.

Thy Brother Hungers

War-torn, weary peoples of Europe caught again in the ruthless traps of political struggle are this month faced with winter famine:

In London, milk sales permitted by the food control were cut again, this time to 40 percent of the pre-war level.

In Paris, French food seekers were told they could have cheese only if they gave up meat.

In Sweden, neutral but war-locked butter prices passed the price of a full dinner.

In Italy, meat can be served only two days a week and spaghetti is hard to get.

In Berlin, where spoils of war should satisfy food demand, hundreds ran into the street and fought over 200 apples spilled from a truck.

Throughout Europe, an old, old theory is again proved; The poor must pay in pain and hunger for the wars of ambitious men.

—DPMA News

Agricultural Exports In Long-Time Decline

The trend of agricultural exports is definitely downward, according to Secretary of Agriculture Claude R. Wickard. He states that World War No. 2 has resulted in a sharper decrease than usual in exports, but that, except for brief periods since the turn of the century, the trend has been fewer and fewer exports of American agricultural products.

He states that for a long time our national policies have been such as to discourage rather than encourage our farm exports and that nations of the old world have been trying to become self-sufficient for food.

Dairy Herd Testing Sets High Standard

There were 107 Dairy Herd Improvement Associations in operation in Pennsylvania in 1940, according to I. O. Sidemann, Dairy Specialist at Pennsylvania State College. One hundred of these associations had an average production per cow of 300 pounds or more of butterfat, with the average of all associations being 8562 pounds of milk and 345.4 pounds of butterfat.

Of the 2444 herds on test in 1940, 1732 produced an average per cow of 300 pounds or more of butterfat during the year. Of this number, 372 herds exceeded a 400-pound average.

A glass of milk contains 15 hundred billion fat globules. There are more fat globules in one cc. of milk than there are people living on the earth today.

New World's Record MADE ON BEACON TEST COW RATION



Lady's Pet of Betts Homestead

4th Beacon-fed Cow to Establish World's Production Record in Past 4 Years

In 305 days—with two milkings daily—this high-producing heifer made the following world's record in the Farmers' Division, Class GGG: 12,618.5 pounds of milk, 5.12% butterfat, 645.6 pounds of fat. Owned by L. B. Wescott, Mulhacaway Farm, Clinton, New Jersey, this outstanding cow made her record on Beacon Test Cow Ration and was under the feeding and care of Sydney and Archie Queripel, herdsmen. She produced a fine large calf 52 days after completing her record and is milking over 60 pounds daily on two milkings per day.

MORE PROFITABLE MILK PRODUCTION

As a commercial dairyman, you may not be interested in trying to make world records. What you want is higher, more profitable production from your cows.

Although Beacon Test Cow Ration has proved by world records that it is capable of supporting high production, its prime purpose is to help you maintain the health, flesh and body reserves of your cows so that they can hold a higher production level to the end of their lactations and during succeeding lactations. Beacon Test Cow Ration is a bulky, palatable and safe ration. Contains 43% fat, 18% protein, 9% fibre. Get it from your local Beacon Dealer.



THE BEACON
MILLING CO., Inc.
Cayuga, N. Y.

BEACON Dairy Rations

When you buy products advertised on these pages tell the merchant that you saw the advertisement in the Milk Producers Review



World's Record in Class AA. Superb's Faithful owned by Foremost Guernsey Association of Hopewell Junction, N. Y., produced 19,678.7 pounds of milk and 1,077.4 pounds of butterfat in 365 days. She was fed on Beacon Test Cow Ration.



World's Record in Class C (when made). Bright Lad's Actress produced 980.5 pounds of butterfat. She was then owned by Collier W. Baird, Basking Ridge, New Jersey. Now owned by Fairlawn Farms Inc., Adelphi, New Jersey. The concentrate was Beacon Test Cow Ration.



World's Record in Class GG (when made). Foremost Lida produced 826.6 pounds of butterfat. She also has a Class CC record of 17,674.8 pounds of milk and 962.4 pounds of butterfat. She was fed on Beacon Test Cow Ration. Owned by Foremost Guernsey Association, Hopewell Junction, New York.

Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XXI

Philadelphia, Pa., April

No. 12

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Picture by Eugene Wyble

Spring On The Eastern Shore

Inter-State Asserts Position On Milk Inspection Bill

I AM APPEARING here on behalf of Inter-State Milk Producers' Cooperative, whose office is at 401 North Broad Street, Philadelphia, Pennsylvania. Inter-State has a membership, as of February 28, of 7313 producers, all located within the Philadelphia milk shed and all vitally affected by the action of the Legislature with respect to H. B. 481.

We call your special attention to the fact that our membership, as a whole, has invested large sums of money to meet the stringent requirements of the various markets, within and outside the State, in which our milk is sold.

These investments have been made by our producers in order to produce the quality of milk desired by our consumers. Now that these investments are made, we must insist that no action be taken which will render them valueless to our people.

Approve Reasonable Rules

We are sincere in our belief that producers generally are perfectly willing to meet the reasonable requirements of our consumers as set forth in the sanitary regulations of the markets in which these consumers live, provided, of course, that the producers are adequately paid for the extra work and investment involved in meeting these requirements.

Boiled down as a first premise, I believe that we can say that the sanitary regulations covering the production and handling of milk, in its final analysis, is a matter within the province of those authorities held responsible for the health of the various political units of the Commonwealth, and that we, as the producers of milk, are hardly the ones to say what those requirements are to be, provided, as has been said before, that they be neither unreasonable nor contrary to good dairy management, and further, that a return commensurate with the requirements of these regulations be received for the product.

Proceeding from this premise it may seem paradoxical that producers ardently want a maximum of uniformity with respect to regulations. This they certainly do desire, but it is our belief that producers, legislators and others have used the expression "uniform regulations" a trifle inaccurately. The average producer's conception of "uniform regulations" is not the elimination of requirements nor even identical requirements for every market wherever located. What he wants more than anything else, besides an adequate return for his milk, is to have the regulations to which he is subject uniformly interpreted as they apply to his physical premises and, once applied, have them

The brief presented by Inter-State at the Senate hearing on the Moul-Woodring bill, H. B. 481, is carried in full herewith. It constitutes one of the very few sound analyses of the measure which has appeared. This brief deserves the careful study of every member interested in this problem, which, we believe, is EVERY member.

remain unchanged for a reasonable period of time and to be given reasonable notification prior to such change.

How It Would Read

Also, we are fearful that the legislators in their genuine desire to assist the farmers have lost sight of the fact that to change Section 18 of Act 210 to read

"The provisions of this Act and the regulations made thereunder shall repeal existing municipal ordinances and prevent municipalities from enacting and enforcing new ordinances inconsistent with the provisions of this Act. The Act shall be considered as establishing uniform requirements and regulations."

will, in all probability, aggravate rather than encourage what the farmer really wants. On the face of it, the limitation of a municipality to regulations identical with those of the Commonwealth would appear to accomplish uniformity. Actually, however, the fact remains that Section 18 of Act 210, as proposed to be amended by H. B. 481, neither (a) accomplishes uniformity of interpretation of the regulations set up under Act 210 on the part of the various inspectors employed by the State, (b) eliminates the various interpretations of those regulations on the part of the inspectors of the municipalities, nor (c) eliminates the same regulations being interpreted in an endless variety of degrees of stringency on the part of the men now generally interpreting regulations within the Commonwealth,—that is to say the approved inspectors in the employ of the buyers of milk.

Who May Now Inspect

Analyzing the situation as it now exists, we find that, practically speaking, under Act 210 approved inspectors in the employ of the buyers of the milk are the men who actually enforce the sanitary regulations as they apply to the farmers' premises. Likewise, with respect to many of the municipalities within the Commonwealth, the same approved inspector is held responsible for the enforcement of the regulations as they apply to the producer. In other words, at the present time the enforcement of sanitary regulations both with respect to the Commonwealth and with respect to the municipalities is in the hands of the buyers of milk working through the approved inspectors rather than in the hands of either the Commonwealth or the municipalities themselves.

That is not to say, of course, that either the Commonwealth or any municipality within the Commonwealth does not have the right to check upon the extent to which the buyer of the milk does require his supply to meet the applicable regulations.

And here we want to drive one point home. It would be most unusual for an employee either of the commonwealth or of a municipality, out to check on the work of an approved inspector, to halt him if he exacted more stringent physical improvements upon the premises of producers than those required by the Act. Naturally, an approved inspector is going to do just about what his employer requires of him. If his employer is one greatly interested in quality or physical requirements, the inspector must likewise interest himself greatly in the detail of requirements and, particularly where his employer is selling in a number of markets, the inspector is obliged to be more or less constantly making new requirements of his producers.

If, on the other hand, the dealer happens to be uninterested in the detail of physical requirements, either through the absence of quality competition or as the result of his desire to procure a maximum of milk for a minimum of price, it is perfectly possible for him to permit or even encourage his inspector to apply and interpret the regulations of both the State and the municipality in any but a stringent fashion. This approved inspector method of applying regulations can thus result in neighbors selling in exactly the same markets and receiving exactly the same prices meeting entirely different requirements either with respect to their physical equipment or the requirements with respect to cooling, bacteria, sediment, flavor, etc.

Uniform Enforcement Desired

Milk producers react to a situation of this sort just about as do any other citizens. They are willing to do anything within reason as long as their neighbors do the same thing, but it irks them exceedingly to be obliged to meet different or constantly varying requirements while another person along side them lives a relatively undisturbed life.

Where the approved inspector is in the employ of the buyer of milk, as has been said before, he does just about what his employer wants him to do and the great majority of these inspectors do an honest job in accordance with their instructions. However, where a man's job hinges on keeping the milk supply of his employer up to his employer's ideas as well as up to requirements of the regulations in the territory in which he operates, there is bound to be a great variation in the interpretation of regulations.

State Has Small Staff

In connection with this system of dealer approved inspection, it is the custom, generally, of both the State and of the municipalities to employ only a relatively small force of inspectors whose duty it is to check on the buyers' plants and supply. Under such an arrangement it is natural that once in a while an additional requirement pops up out of a clear sky to the confusion and irritation of the parties affected; also, as has been already stated, it must be remembered that although the approved inspector does do the greater portion of the actual inspection work and, although the force of both the State and municipalities is relatively small, each of these political units has every right to spot inspect the work of the approved inspector.

As a result, in the case of a dealer selling

(Please turn to page 11)

Legislative Milk Commission Issues 10-Point Program

THE COMMISSION appointed by the 1939 Pennsylvania legislature to develop recommendations for milk legislation in Pennsylvania made its report on March 24. This commission is comprised of Secretary of Agriculture John H. Light, Attorney General Claude T. Reno and Secretary of Health John J. Shaw.

In its report the commission stated that "Certain additional measures are necessary to protect producers in their transactions with the milk dealers."

Also that, "In many parts of Pennsylvania there is a serious duplication of plants and equipment, which, if increased, will require further regulation at some future date."

The specific recommendations of the commission are:

"1. That the 'consignment' loophole be removed from the various sections of the milk control law.

Strengthen Bonding

"2. That the bonding of milk dealers for the protection of producers be made more effective by providing for sufficient increase in the amounts of bonds where necessary.

"3. That witnesses before the Milk Control Commission be required to testify fully within constitutional limitations.

"4. That protection be afforded milk producers who testify before the Milk Control Commission to prevent their losing their milk markets by the action of unscrupulous dealers.

"5. That provisions be set forth in the Milk Control Law for equalizing minimum prices to be paid producers where equalization is necessary.

"6. That the Milk Control Law be amended sufficiently to enable the Milk Control Commission to effectively aid milk producers.

"7. That none of the powers of municipalities or of the State to require sanitary milk production be abrogated but that effort be made by the various municipalities, the State Department of Health and the State Department of Agriculture to work out uniform sanitary regulations that will adequately protect the public health without creating unnecessary burdens upon milk producers.

"8. That the Milk Control Commission increase its inspection of milk dealers' plants, auditing of milk dealers' books and checking of payments by milk dealers to producers

in order to guarantee producers that they are being paid fairly and according to the orders of the Milk Control Commission.

Base Plan Suggested

"9. That the Milk Control Commission establish some base-rating method whereby milk producers can be assured of receiving a certain amount representing cost of production plus a reasonable return for a specific quantity of milk and under which the option to produce surplus milk, for which lower prices must

necessarily be paid, shall rest entirely with the producers themselves.

"10. That all milk producers be encouraged to unite through cooperative agricultural associations and corporations, for the purpose of improving their economic condition by developing favorable markets and profitably disposing of surplus milk."

There has not been an opportunity to study the details of these recommendations, nor to confer with other farm groups concerning them. It is noted, however, that many of the Commission's recommendations were discussed in considerable detail at the 1940 annual meeting of the Inter-State Milk Producers' Cooperative and were approved by the delegates at that session.

Precautions On Garlic

THE first green to appear in many pasture plots each spring is the tufts of garlic. When cows are turned out on such pastures, unless special precautions are taken to handle the situation.

Even after the grass gets a start cows will frequently graze garlic and grass together with the result that the milk will carry this objectionable odor and flavor.

Garlic control is not easy, in that many times it requires more courage than physical work. The dairyman with garlic infested pastures should if possible, grow enough feed so that the cows may be barn fed until the garlic season is over. This means planning at least a year ahead.

For those who haven't the hay, fodder or silage to carry on barn feeding until garlic danger is past, it is suggested that the cows be allowed on the pasture for only a short time in the morning and evening immediately after milking. In those cases, in addition to the pasture, some dry feed should be given at the barn.

Conditions will vary from farm to farm, and also from day to day. There seems to be greater tendency for garlic odor in the milk on those days when the grass may be damp from rain or heavy dew.

Each producer should study his own conditions and apply these

suggestions as they best fit his circumstances. Everyone troubled with garlic is urged to get in touch with his county agent or with neighboring producers who have overcome such troubles and apply their experience as far as possible.

There is one control which is available to all producers. That is, to examine the milk before it leaves the farm and if, immediately upon removing the cover from the can, an odor of garlic is noticed, keep that milk at home. The chances are that if sent to market, it will come back with the rejection tag marked "garlic odor."

Cream and milk from nearly a million cows are used each year in the making of ice cream.

Well bred people are those who can insult each other and make it sound like repartee.



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- Altoona - Huntingdon—J. J. Camp, Roaring
Spring, Pa., Phone 118-M
Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 2-7977
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, N. J., Box 334, Phone 800
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464

Profits of Efficiency

Every business man, whether his business be producing milk, selling goods over a counter or manufacturing industrial supplies, owes it to himself and everyone dependent upon that business to practice efficient methods.

The milk producer with an eye to efficiency is in an especially favorable position as compared with his less efficient competitor. The efficient producer is able to supply his family with necessities, semi-luxuries and perhaps a few luxuries of life, which his inefficient neighbor

finds beyond his means.

Profits obtained through efficient methods are the sole property of the man who uses those methods. Profits obtained through higher prices immediately become public property and, to some extent at least, are an incentive to increased production, thus losing some of the benefits of the price increase. Profits obtained through cutting costs "stay put" as long as that efficiency prevails.

Our Food Supplies Have No "Bottle Neck"

Perhaps one of the most heavily worked words in the English language right now is "bottle neck." We read of bottle necks of supplies, bottle necks of machinery, bottle necks of skilled labor, and other bottle necks almost too numerous to mention. In brief, it means a place between the production of the raw product and its reaching the final user where there is not sufficient capacity to handle the demand. But agriculture is free from this affliction. Its production is ample for the Nation's emergency needs.

During the past ten years we have been told by our neighbors in commerce and industry how production of agricultural products has been restricted, how this or that governmental activity has reduced production. All too frequently the implication has been that it was sinful to plow under cotton, to dispose of drought starved livestock, to grow less wheat—none of which products could demand a decent price on any market any place in the world. Any reduction in agricultural output due to such measures was small in relation to total production. Any effect on agriculture was, at best, only a slight alleviation of the economic pain of the depression.

During that same period practically all industries drastically reduced their output, held prices as high as possible—labor quit training skilled workmen, held wage rates at comparatively high levels. And now, when the country needs machines and more machines, skilled labor and more skilled labor, production and more production, the only industry that is geared to fill its needs to the Nation is that of agriculture.

It would seem that reduction of agricultural production was more oratorical than actual.

Buried butter was once an indication of wealth. It is said that a tree was often planted over the butter in order to identify the place, and under these conditions the tree turned red.

Personal Glimpses

The many friends of Wm. R. McKnight, county agent (on leave) in Dorchester county, Maryland, will be interested in knowing that he is now a captain of infantry at Camp Meade, Maryland.

Our wishes for a speedy recovery go to Mrs. J. Milbourn Wheatley, wife of our Director from District 4, who underwent an operation at a Dover, Delaware, hospital on March 17. Reports indicate that she is convalescing nicely.

Twenty-five years ago, in the fall of 1916 to be exact, when a group of far-seeing dairymen decided the time was right to organize a true milk producers' association in the Philadelphia area, one of the organizers was Joseph M. Showalter, who celebrated his ninety-sixth birthday anniversary at his home in Oxford, Pa., on Sunday, March 16. Congratulations.

The Montgomery County Committee for Agricultural Defense has elected Mrs. Ernest Wayland of Collegeville, Pa., secretary of the Committee.

Inter-State lost a loyal, long-time member in the sudden death, on March 5, of Joshua Tindall, Hamilton Square, N. J., a member of the Trenton Inter-State Milk Market Advisory Committee. Always active in community affairs, he was affectionately known as "Uncle Josh." He attended the Northeastern Dairy Conference in Philadelphia the day before his death.

New Bulletins

Farmers' Bulletin 1858, published by the United States Department of Agriculture at Washington, fills a need on a modern mechanized farm. Its subject is "Electric Motors for the Farm" and it discusses this important subject from many practical angles.

A bulletin that will be of interest to fluid milk producers "Raising Dairy Calves and Heifers" has been published recently by the Extension Service of the University of Maryland, College Park, Md. This bulletin is No. 90.

Farmers' Bulletin 1871, Brucellosis of Cattle, may be obtained free by writing to the United States Department of Agriculture, Washington, D. C. This bulletin carries a concise, yet complete, discussion of contagious abortion in cattle, its effects and methods of control.

Peace is the happy natural state of man; war, his corruption, his disgrace.



Donald, Howell and Lawrence Crew have "adopted" this lamb and are raising it as their own. Picture is sent by Mrs. C. H. Crew, Kennedyville, Maryland.

Smart Merchandising

We are indebted to the California Milk News for this little gem of shrewd merchandising which, incidentally, should help sell a lot of milk should it be practiced on an extensive scale.

"In Aberdeen, Washington, there is a Finn who operates a restaurant. He serves a straight table d'hôte meal. On each table he keeps a big pitcher of milk. Customers are invited to help themselves, gratis.

"One day milk inspector Henderson, with the Washington State Department of Agriculture, visited the Finn, asked him why he gave away all of this milk free. The Finn replied that he discovered a long time ago that when a person helped themselves to 1 or 2 glasses of milk they ate a good deal less of the other foods that cost a lot more and this reduced his costs of doing business and yet enabled him to serve a better meal at a lower price!

"How's that as an example of using your head? . . ."

And here is another jewel from the same column:

"If you have spots before your eyes they're probably raindrops. Think nothing of it . . ."

Enumerates Six Factors of Profitable Dairying

"Since it is highly improbable that the price of milk will ever be so high as to insure profits from poorly managed herds, it is well to review occasionally the most important factors of economical milk production," says Prof. E. J. Perry, extension dairyman at the New Jersey College of Agriculture, Rutgers University.

Prof. Perry enumerates these factors as follows:

1. High average production per cow. A good cow eats only a little more feed, requires a very little more labor, occupies no more barn room.

2. Balanced rations. A shortage of only one nutrient, such as protein, cuts down the milk flow.

3. A liberal but not extravagant amount of feed. Feed the cow all she can use to advantage but no more.

4. A sizeable herd. It keeps down overhead per cow.

5. A healthy herd. Disease means loss sooner or later and replacements from healthy cows are cheaper, safer and usually better than purchased replacements.

6. Efficient use of labor. Arrange barn, milk house, feed supplies, etc., so as to get the most done with the least effort. It pays.

Inter-State's Stand On H. B. 481

Feelings are running high concerning H.B. 481 now before the Pennsylvania legislature, the intent of which is to obtain uniform dairy farm sanitary regulations and inspections. The storm broke immediately after the passage of this bill by the Lower House of the Pennsylvania legislature on March 4.

The subject is so important and so many confusing statements have appeared concerning it that Inter-State felt compelled to analyze the measure in detail and state its position on the matter. The brief presented by Inter-State at the hearing on this bill, held before the Senate Agricultural Committee on March 26, was prepared after thorough study. That brief appears in full on pages 2 and 11. It (1) outlines the intent of the bill, (2) the reason why, it is believed, that intent will not be accomplished and (3) some suggestions which should correct the situation, in part at least.

This subject is so tremendously important that we urge every member of Inter-State to read that brief—to study it carefully, point by point, in order that its true effects, as it is now written, may be understood.

Dairy Month

JUNE will again be Dairy Month. Nation-wide organized efforts will be made during that period to move the usual seasonal surpluses of dairy products into consumption channels in order to prevent, as far as possible, any glutting of the dairy markets.

Chas. W. Holman, secretary of the National Cooperative Milk Producers' Federation, is serving as general chairman of this project.

"This effort to increase the utilization of dairy products will be joined in by the major elements of dairy and food distribution at the request of dairy farmers," said Mr. Holman. "Confronted with low prices of their own products, relatively higher prices for what they buy and a steady increase of production due in some measure to shifts into dairying by less fortunate producers, these continent-wide efforts have been important means of reducing surpluses of dairy products at the peak of production for the past five years. They are of particular importance in that they express the idea of old-fashioned American methods of people getting together to help themselves in their own way. They are reminiscent of the husking bees and the log raising features of our earlier civilization.

"To forward the program, state producer committees and state committees representing every phase of food distribution will be formed. The assistance of educational and public information agencies already has been promised in many parts of the country."

A Useful Life

Living to the ripe old age of 22, the Guernsey cow, Mixer Faithful, disproved the old saying that the good die young. This cow has more than 4000 direct descendants listed in the herd registry of the American Guernsey Cattle Club, and she has an enviable record as a producer and as a dam of producers, in addition to having a few real show ring honors standing to her credit.

As a 2½-year-old cow she produced 12062.9 pounds of milk and 744.7 pounds of butterfat, which was the world's record in class FF. Then she won a first prize as an aged cow at the 1925 National Dairy Show and was Grand Champion at the Sesqui-centennial in 1926.

One daughter of this great cow produced 1077.4 pounds of butterfat in a year and another daughter, 976.5 pounds. One son has 63 Advanced Register daughters and another 89.

Defeat is only for those who accept it.

Prices Paid for 4.0% Milk By Philadelphia Dealers

Feb., 1941, f. o. b., city plant.	
Abbotts Dairies.....	2.50
Baldwin Dairies.....	2.52
Breuninger Dairies.....	2.81
Engel Dairy.....	2.79
Gross Dairy.....	2.73
Harbisons' Dairies.....	2.66
Missimer Dairies.....	2.67
Scott-Powell Dairies.....	2.54
Supplee-Wills-Jones.....	2.51
Sypherd's Dairy.....	2.68

South Jersey Prices

F. o. b. farm, cwt. of 3.5% milk.	Class I	Class II	Class III
Feb. \$2.85	\$1.65	\$1.23	
March 2.85	1.65	1.26	

Class I price in northern New Jersey markets is \$3.00 per cwt. of 3.5% milk, f. o. b. farm, Class II and III prices same as in South Jersey.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Class III Prices—4.0% Milk

MARKET	FEB.	MARCH
All Penna. Markets	\$1.28	\$1.31
Md. & Del. Stations	1.28	1.31
Wilmington	1.28	1.31

Average price 92-score butter at New York:

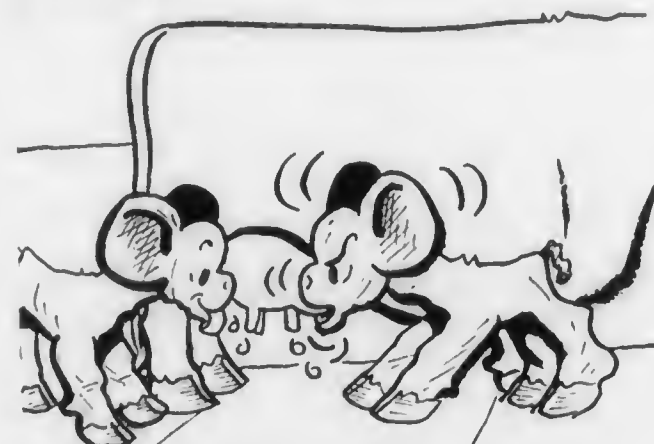
	First Half	Last Half	Monthly
February	30.86	30.75	30.80
March	30.80	32.30	31.58

The February average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Fire is the test of gold, adversity of strong men.



"Don't you come around here poking your nose in my affairs!"

Classification Percentages—February, 1941

PENNSYLVANIA, MARYLAND AND DELAWARE.

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A"	68.9	17.1	14	
" " "B"	66.5	19.5	14	
Baldwin Dairies	68.9	15.2	15.9	
Blue Hen Dairies	65.6	10	24.4	
Breuninger Dairies	86.68	12.97	35	
Clover Dairy Co.	73.33	12.38	14.29	60% of Prod.
Eachus Dairies	84	5	6	
Engel Dairy	87	7	6	
Fraims Dairies	71.98	12.72	15.3	
Gross Dairy	80	20	4	70% of Class I
Harbisons' Dairies	76	20	4	61% of Prod.
Hernig, Peter, Sons	58	42		
Hill Crest Farms	65.18	34.82		
Hoffman's (Altoona)	35.5	4.5	60	
" (Bedford)	22.5	9	68.5	
" (Huntingdon)	35.5	4.5	60	
Martin Century Farms	89.69	10.31		79.48% Prod.
May's Dairy	58.5	37.5	2	
McMahon's Dairy	b83	b7	c	
Missimer Dairies	75.15	24.85	4	
Mt. Union S. Milk Co. 1-15	87	9	8	
" " "16-28	84	8	12	
Nelson Dairies	61	27	12	
Penn Cress Ice Cream Co.	34.19	2.1	63.71	
Scott-Powell Dairies	65.75	31.5	2.75	73.5% of Prod.
Stegmeier, Clayton	66	5.5	28.5	
Supplee-Wills-Jones	66	24.5	9.5	72.72% of Cl. I
Sypherd's Dairy	80.1	7.8	12.1	
Turner & Wescott	72	27	1	
Charles G. Waple Dairies	82.6	9.1	8.3	
Wawa Dairies	69	21	10	

NEW JERSEY (Percentages of Norm)

	Norm	Cream	Excess Balance
Abbotts Dairies "A"	85.5	14.5	
" " "B"	87.5	12.5	
Castanea Dairy Co. "A"	76	24	
" " "B"	84	16	
Scott-Powell Dairies "A"	d84.2	15.8	
" " "B"	100		
Supplee-Wills-Jones	100		Balance

b Percentage of each producer's individual base.
c Deliveries in excess of I and IA.
d "A" bonus paid on 52.1 percent of norm.

Feed Price Summary for March, 1941

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers

Ingredient	March 1941 (\$ per T.)	February 1941 (\$ per T.)	March 1940 (\$ per T.)	% Change Mar. 1941 compared with Feb. 1941	% Change Mar. 1941 compared with Mar. 1940
Wheat Bran	\$31.58	\$32.26	\$33.28	-2.11	-5.11
Cottonseed Meal 41%	38.48	39.68	42.99	-3.02	-10.49
Gluten Feed 23%	30.91	32.80	32.86	-5.76	-5.93
Linseed Meal 34%	33.07	34.16	43.23	-3.19	-23.50
Corn Meal	33.78	34.55	32.41	-2.23	+4.23
Mixed Dairy 16%	34.22	35.92	33.72	-4.73	+1.48
" 24%	37.49	38.54	39.52	-2.72	-5.14
" 32%	39.88	42.36	42.44	-5.85	-6.03
Brewer's Grains	32.69	34.54	34.49	-5.36	-5.22

Defense Attorney: "Are you sure this is the man who stole your car last Thursday?"

Bewildered Plaintiff: "Well, I was. But after your cross-examination I'm not even sure I ever owned a car."

The man with an idea has ever changed the world.

An income is what one can't live without or within.

Her car stalled at the corner and the traffic light changed red, yellow, green; red, yellow, green, etc. The polite policeman stepped up beside her car and said, "What's the matter lady; ain't we got any colors you like?"

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

February Averages and February and March Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price February	Class I Price Feb. & Mar.	Class II Price February	Class III Price March
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.73	\$1.77
Abbotts Dairies	Coudersport, Pa.	2.08	2.38	1.65	1.69
" "	Curryville, Pa.	2.15	2.47	1.66	1.70
" "	Easton, Md.	2.19	2.56	1.58	1.61
" "	Goshen, Pa.	2.28	2.63	1.68	1.72
" "	Kelton, Pa.	2.29	2.65	1.69	1.73
" "	Oxford, Pa.	2.29	2.65	1.69	1.73
" "	Port Allegany, Pa.	2.08	2.38	1.65	1.69
" "	Spring Creek, Pa.	2.06	2.34	1.64	1.68
Blue Hen Farms	Wilmington, Del.	2.31	2.77	1.78	1.81
Breuninger Dairies	Richlandtown, Pa.	2.49	2.62	1.68	1.72
Centerville Producers' Co-op.	Centerville, Md.	2.36			
Clover Dairy Company	Wilmington, Del.	2.43	2.77	1.78	1.81
Duncan's Dairy	Springfield, Pa.	2.55	2.98	1.73	1.77
Eachus Dairies	West Chester, Pa.	2.71	2.85	1.58	1.62
Fraims Dairies	Wilmington, Del.	2.42	2.77	1.78	1.81
Harbisons' Dairies	Brandtsville, Pa.	2.38	2.62	1.68	1.72
" "	Byers, Pa.	2.38	2.62	1.68	1.72
" "	Carlisle, Pa.	2.38	2.62	1.68	1.72
" "	Hurlock, Md.	2.31	2.56	1.58	1.61
" "	Kimberton, Pa.	2.38	2.62	1.68	1.72
" "	Massey, Md.	2.33	2.58	1.58	1.61
" "	Millville, Pa.	2.29	2.50	1.67	1.71
" "	Sudlersville, Md.	2.33	2.58	1.58	1.61
Harshbarger Dairy	Altoona, Pa.	2.20	2.96	1.58	1.62
Hernig, Peter, Sons	Boiling Springs, Pa.	2.20	2.58	1.68	1.72
Hershey Creamery Co.	Greencastle, Pa.	—2.00			
Highland Dairy Co.	Doe Run, Pa.	2.34	2.85	1.58	1.62
Hill Crest Farms	Eddington, Pa.	2.54	2.98	1.73	1.77
Hoffman's	Altoona, Pa.	2.12	2.96	1.58	1.62
" "	Bedford, Pa.	1.82	2.58	1.58	1.62
" "	Huntingdon, Pa.	2.02	2.70	1.59	1.63
" "	Woodlyn, Pa.	2.55	2.98	1.73	1.77
Johnson, J. Ward	Altoona, Pa.	—	2.96	1.58	1.62
Keith's Dairy	Lansdale, Pa.	—	2.98	1.73	1.77
Martin Century Farms	Chester, Pa.	2.55	2.98	1.73	1.77
Miller-Flounders Dairy	Mt. Union, Pa.	2.56-2.51	2.70	1.59	1.63
Mount Union Sanitary Milk Co.	Jeffersonville, Pa.	2.43	2.98	1.73	1.77
Nelson Dairies	Doylestown, Pa.	—	2.98	1.73	1.77
Pebble Hill Farm	Cresson, Pa.	2.06	2.96	1.58	1.62
Penn Cress Ice Cream Co.	Clayton, Del.	2.24	2.60	1.58	1.61
Scott-Powell Dairies	New Holland, Pa.	2.32	2.66	1.69	1.73
" "	Pottstown, Pa.	2.35	2.71	1.69	1.73
" "	Snow Hill, Md.	2.14	2.44	1.58	1.61
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.24			
Stegmeier, Clayton	Tamaqua, Pa.	2.50	2.96	1.58	1.62
Supplee-Wills-Jones Milk Co.	Bedford, Pa.	2.16	2.47	1.66	1.70
" "	Chambersburg, Pa.	2.21	2.55	1.67	1.71
" "	Hagerstown, Md.	2.15	2.49	1.58	1.61
" "	Harrington, Del.	2.21	2.58	1.58	1.61
" "	Huntingdon, Pa.	2.20	2.53	1.67	1.71
" "	Leaman Place, Pa.	2.30	2.67	1.69	1.73
" "	Lewistown, Pa.	2.21	2.55	1.67	1.71
" "	Mercersburg, Pa.	2.21	2.55	1.67	1.71
" "	Mt. Pleasant, Del.	2.21	2.58	1.58	1.61
" "	Nassau, Del.	2.19	2.55	1.58	1.61
" "	Princess Anne, Md.	2.14	2.47	1.58	1.61
" "	Townsend, Del.	2.21	2.58	1.58	1.61
" "	Waynesboro, Pa.	2.21	2.55	1.67	1.71
" "	Worton, Md.	2.21	2.58	1.58	1.61
Swavely, H. R. Dairy	Pottstown, Pa.	—	2.85	1.58	1.62
Sylvan Seal Milk Co. (Del. only)	F. O. B. Farm	2.15			
Turner & Wescott	Glen Roy, Pa.	2.38	2.65	1.69	1.73
Walnut Bank Farms	Quakertown, Pa.	2.53	2.98	1.73	1.77
Charles G. Waple Dairies	Tyrone, Pa.	2.54	2.70	1.59	1.63
Wawa Dairy Farms	Wawa, Pa.	2.35	2.98	1.73	1.77

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

Legislative Progress —In Pennsylvania

THE Pennsylvania legislative program is gradually taking shape. In addition to the controversial milk inspection bill which is discussed elsewhere, considerable interest, naturally, is centered on the two bills to bring consignment contracts between dealers and producers under the control of the Milk Control Commission.

Senate Bill 343, introduced by Senator Weldon Heyburn, has passed two readings and is scheduled for its third reading on March 31 or shortly thereafter. If approved there, it will then go to the House for action by that body. House Bill 124, which would also bring consignment under the Milk Control Commission, is being advanced through the House. Should both bills be passed by the respective Houses, it would be necessary to adjust the points on which they may differ.

Senate Bill 51, introduced by Senator Kephart, and which provides that school districts of the first class may buy food, including milk, for poor and needy school children, has been advanced and its early passage by the Senate is expected. A similar measure, H.B. 706, has appeared in the House but it proposes that this authority be extended to all school districts.

It is expected that a bill embodying the recommendations of the Commission on Milk Legislation (See page 3) will be introduced at an early date.

—In Delaware

A bill before the Delaware legislature, introduced by Harris McDowell, would protect milk producers through bonding and licensing of dealers, and licensing of testers and of weighers and samplers of milk.

The bill provides that buyers of milk must be licensed and must post with the State Board of Agriculture a bond equal in amount to one month's purchases of milk, with a maximum of \$10,000. In case of failure to pay producers, the State would have the right to sue on the bond for the producers.

Another section of this bill would provide that any person buying milk or cream according to the Babcock test for butterfat must have such tests performed by a licensed tester and penalties would be exacted for inaccurate or fraudulent use of the test. Similar provisions would apply to persons who weigh, measure or sample milk. The bill provides that

only accurate and approved equipment may be used in the weighing, measuring and testing of milk.

Approved methods of sampling are specified in the bill, which provides that either fresh samples or composite samples may be used. Other sections of the bill require the posting and filing by dealers of prices and/or price formulae on which producers will be paid by dealers, and for reports to the State Board of Agriculture on purchases of milk, prices paid and related items.

—In Maryland

The creamery inspection law in Maryland would be amended by the passage of H. B. 518 so as further to define regulations covering the weighing, sampling and testing of milk and would require that certain records be kept by buyers of milk and cream and certain reports be made by them.

Another bill in the Maryland legislature, introduced by Senator A. R. Marvel, proposes a tax on oleomargarine and includes special licenses for manufacturers, wholesalers and retailers of such products.

—In New Jersey

Of principal interest to New Jersey dairymen is Senate Bill 101, which would make the Milk Control Law of New Jersey a permanent one and provide further that a one-man milk control commissioner be authorized to replace the five-man board which is set up under the present emergency act.

Secondary Markets

TRENTON

A slight increase in production has occurred in the Trenton area and, from indications, consumption is also showing improvement. The supply of roughages is getting low and it is possible that with the late spring there may be a shortage of such feed before pastures are ready.

The Trenton Advisory Committee met on March 25 and elected Albert Bowe of Columbus, Burlington county, to fill the vacancy on the Sales Committee caused by the sudden death of Joshua Tindall. Mr. Bowe has been active in Interstate work and also in Grange and Farm Bureau work.

The Trenton Sales Committee meets on the last Tuesday of each month, meeting with the Castanea Dairy Company at 10:00 A.M., for adjustment of norms and discussion of problems in which that company might be interested, and again at the 19 W. State Street office at 2:00 P.M., this meeting being for members only.

Frederick Shangle, market manager, can be reached at the office on Tuesday mornings or by appointment.

State Farm Organizations Meet at Harrisburg

Two important agricultural meetings are being held at the Wm. Penn Hotel in Harrisburg the second week in April. On April 10 the Pennsylvania Association of Cooperative Organizations will hold its annual meeting, at which subjects of special interest to cooperatives will feature the program. On the evening of that date a dinner meeting will be held jointly with the Pennsylvania Council of Farm Organizations. The speaker for this meeting is to be announced.

The Pennsylvania Council of Farm Organizations holds its meeting on April 11 and one of the features of its program will be a report of the research projects being carried on at the Eastern Regional Research Laboratory located at Wyndmoor. This laboratory is one of four in the country that has been set up to study new uses for agricultural products in an effort to expand agricultural markets.

A member of the Pennsylvania Defense Council will appear before this group to discuss the place of Pennsylvania agriculture in the national defense program. Other business to be transacted at this meeting includes a report of the legislative committee and the election of 12 persons who will serve as the Agricultural Advisory Council for Pennsylvania State College.

Ice cream cones can be filled down to the tip by the use of a new filler. It is a scoop, which is dipped into the ice cream, and the cream comes out as a cone, point downward.

In her school essay on "Parents" a small girl wrote: "We get our parents when they are so old that it is very hard to change their habits."

Sandy: "Say, when is Annie McTavish goin' to let you marry her?"

Andy: "It's very uncertain. Some body gave her a big box of paper with her name printed on it. She won't get married until it's gone."

"Any Similarity . . ."

YOU'LL meet your next door neighbor; you'll recognize the woman who sits beside you in church; you may even see yourself as others see you—but you'll get some fun and a lot of helpful information out of Robert C. McKinley's newest health talk, "About Face."



Joe didn't drink milk . . .

church, professional, and agricultural groups in the Philadelphia milk shed, where approximately ten thousand school children and adults hear him speak each month.

A Humorous Lecture

"About Face" rates with the successful "Health Notes" and "Job of Tomorrow" as one of Mr. McKinley's best talks. Based on facial expressions and their connection with food habits, it is a humorous lecture illustrated with large cartoon drawings which tell better than words what poor diet can do to a person's appearance.

Everyone from the Pill-Swallowing to the Feast-or-Famine type takes a ride on Mr. McKinley's fun-wagon and, after hearing what he has to say about them, you'll find yourself observing your fellow lodge members with a new interest and watching your breakfast menu with a new purpose.

If you spend half of your life in a doctor's office; if you are underfed or overfed; if you have an acid stomach or high blood pressure; or if you starve yourself to promote a nymph-like appearance, you'll find the answer to your particular problem in "About Face".

Face Is Living Proof

Then there's the story of Grumpy Joe, whose face is a living proof that you can go from bad to better through the simple process of eating regularly and well. And, of course, always before the audience is the fact that milk cannot be over-emphasized as playing an important part in any adequate diet.

To hold a High School audience, it is necessary that they be amused. A clever speaker with humor in his material will be listened to eagerly, whereas a straight health lecture is doomed before it is delivered. The speaker must first of all sell himself, then he can sell his message. And it is in this method of presentation that Mr. McKinley excels in his "About Face."

It is written and presented with malice toward none and a lesson for all.

As Mr. McKinley says in pointing out what good diet can do to help facial expressions and dispositions, "Any similarity to anyone, living or dead, is purely his own fault."



But he learned to like it . . .

Retiring on the Farm

One effect of the mechanization of agriculture is its influence on the size of the farm, and this is related to the availability of farms for tenants, a recent study by the U. S. Department of Agriculture points out. A few years ago, a farmer upon retirement would go to a town and rent his farm as a unit to a bona fide tenant. Now he is more likely to stay on the farm and rent it by fields to his neighbors who thus increase the size of their operating units. Machines help them operate the additional acreage practically as efficiently as if it were a definite part of their home tracts. They stand to enlarge their operations and incomes, but there is one less farm for some other tenant.

Closely related to this development, says the department, is the influence of mechanization and acreage adjustments upon the shift from a position as tenant and sharecropper to one as a wage hand. The problem may become even more intensified in the next few years.

Customer: "With prices rising as they are you must be making lots of money."

Dealer: "Not exactly. My customers merely owe me more."

Cream Lines

FROM THE CONFERENCE

Dairy Council staff members who attended the National Dairy Council spring conference in Richmond, Va., March 6, 7, and 8 were pleased with the statement of Mr. M. L. Wilson, Advisor on Nutrition for the National Defense Advisory Commission in Washington, D. C., who said: "I do want my presence here to be symbolic of the very high regard our national nutrition committee has for your organization and your work."

In a panel discussion by members of the dairy industry, dealers and producers pointed out that what they expect of the Council is to build good will and to increase consumption by getting people into the habit of using dairy products.

One producer added, "We expect the Dairy Council to go places where we producers can't go, to the schools and professional groups, where the message possibly wouldn't be believed if told by producers but would be if presented by educational organizations such as the Council."

Lt. Col. Paul P. Logan, office of the quartermaster general, War Department, Washington, offered the information that much more milk and dairy products are being used in the army diet now than at the time of the first World War, and that every man gets eight ounces of fluid milk daily.

FROM THE COUNCIL

Miss Frances Hoag, nutritionist, has been named to the Pennsylvania State Nutrition Council, a council appointed by presidents of the land grant colleges in Pennsylvania to coordinate all services relating to nutrition as part of national defense.

In February 1941, dramatic and nutrition programs were attended by a total of 71,393 school children and adults. Included in this total are 253 puppet shows, 43 nutrition lectures and demonstrations, 41 talks, 32 plays, and 23 slide talks.

The Board of Education in Harrisburg has engaged Mr. Robert C. McKinley at its own expense to speak to the Harrisburg Junior and Senior High Schools on May 15 and 16.

The Health Education program is again being presented in the Wilmington, Del., public and parochial schools this year, in charge of Mrs. Norbert Toussaint. The program includes puppet shows by Mrs. Toussaint in the elementary schools, plays and monologues by Miss Louise Everts in the Junior High Schools, and talks by Mr. McKinley in the Senior High Schools.

More than eighty members of the Pennsylvania Colored Beauticians Association met in the Dairy Council auditorium on March 17 for a program and demonstration. Miss Louise Everts gave a monologue "Lost and Found," Mrs. Madalene Tillman explained the Council work and literature and gave a short food demonstration, and two movies, "Early Birds" and "Bonnie Lassie," were shown.

A request that the Council send a dramatic worker to Toronto, Canada to give puppet shows in the school system there has been received from the Toronto Dairy Council.

N. E. Dairy Conference Program Packed With Facts

THE SIXTH annual Northeastern Dairy Conference, which was held in Philadelphia on March 4-5, was attended by approximately 150 persons, representing groups from Maine to Washington, D. C. Included in the attendance were leaders of dairy cooperatives, granges, farm bureaus and several other farm organizations. Specialists in dairying and agricultural economics at agricultural colleges in the 11-state area were also represented, as were the United States and state departments of agriculture.

E. G. Woodward, Dean of the College of Agriculture at Storrs, Conn., and president of the Conference, presided over the opening session at which B. H. Welty, Inter-State's president, welcomed the delegates and guests. A principal feature of this program was the talk on "The Responsibility of a Cooperative to the Market and to the Public" by A. H. Lauterbach who was formerly general manager of Inter-State and first president of the Northeastern Dairy Conference and is now general manager of the Pure Milk Association at Chicago.

Lauterbach Speaks

He emphasized that agricultural cooperatives must not ask special privileges, insisting that they must stick to sound economic principles in their operations. He reminded his listeners that farmer cooperatives are in reality "quasi-public institutions" and as such they must recognize their responsibility to the public if they are to maintain the gains that have been made during the past twenty-five years.

Lauterbach insisted that cooperatives should have no secrets and that the members must be kept well informed at all times of the programs and policies of the organization. Going a step farther, he stated that this policy, and including the public, has paid big dividends to the Pure Milk Association in several recent incidents.

The afternoon session of the first day was given over primarily to discussions of prices. In this program, which was presided over by Dr. F. F. Lininger, Vice-dean of Agriculture at Pennsylvania State College, Dr. G. E. Brandow, agricultural economist at the same institution, pointed out some of the probable trends of prices as a result of the rearmament program and the help being extended to England in the present crisis.

He stated that up to the present the growing armament program has resembled a desirable business recovery, but that "we are about at the point where we shall begin to feel the pinch of a great armament effort." He outlined in some detail the factors which tend toward inflation during a war-time economy, and stated that taxation and the sale of bonds to individuals

A few of the cars that brought the members and their guests to the District 7 annual dinner, which was held at Bird-In-Hand, Pa., in January.



rather than to banks, as well as price-fixing, can be used as checks against inflation but, even so, rising prices are likely. This will be especially true if the armament effort is financed by new money and if the public, in its efforts to get consumer goods, continue to compete with the government in its efforts to buy defense materials. He emphasized that under any circumstances any advance in prices will not be uniform and that in some respects price relationships may become much distorted.

Dairy Prices May Go Up

SPEAKING especially on the probable trends of dairy prices, Dr. T. C. Stitts of the Farm Credit Administration, Washington, pointed out that the number of milk cows is now at very near the highest point since records have been kept, and that total milk production is at a higher level than ever before. These factors will assure increasing supplies of dairy products in the immediate future and will tend to hold down prices.

Another factor which may reduce any trend toward increased dairy prices is the shifting to livestock farming due to soil conservation programs and low prices of some cash crops.

The immediate trend, however, according to Dr. Stitts, is an increased demand for dairy products due to increased payrolls. He also pointed out some increase in exports and stated that because of the concentrated nature of dairy products they would probably be among the first to be exported to Britain and her allies should they call upon us for food as well as war supplies. Several cost factors are also likely to increase but on the whole the opinion was expressed that dairy farmers will enjoy slightly higher prices in the immediate future and with their increased production total dairy income will definitely be increased.

Effects of War on Prices

IN HIS talk on "Price Considerations in a Program of National Defense," Dr. F. A. Pearson of Cornell University stated that production in this country is approaching its capacity. It is anticipated that the defense and armament programs will require greatly increased output of industry during the next few years and this can be obtained only by increasing capacity at tremendous cost or reducing the production of consumer goods. This would likely mean, for example, fewer automobiles so as to permit the building of more tanks and planes and, in general, fewer of the luxury and semi-luxury items to which we have become so accustomed since the last war. Pointing out the experience in World War I, he stated that the purchasing power of producers of raw materials and of the

Inter-State Asserts Position

(Continued from page 2)

all of his milk within the Commonwealth, his producers are subject, potentially at least, to a minimum of three inspections: (a) the inspection of the approved inspector; (b) the check inspection of the State inspector; and (c) the check inspection of the municipality in which the milk is sold, and here, we come to the place where specifically Bill 481 fails to accomplish uniformity. As this amendment is proposed, the municipalities would be obliged to have requirements identical with the Commonwealth. However, the producer still would be subject to at least the three inspections and, following its passage and approval by the Governor, the inspectors of the municipalities would, in all probability, interpret these identical regulations in a fashion which would be considerably more dissimilar than exists at the present time.

Wherein Bill Is Weak

We have tried so far to point out three things: (1) that producers have no desire to produce anything but a superior quality of milk, provided, of course, that the return is commensurate therewith, (2) that the difficulty, as it affects producers, is more one of dissimilarity in the application of regulations than of dissimilarity in regulations themselves, and (3) that H. B. 481 as now written will not only not correct but will possibly even aggravate the present situation.

Here we want to point out also that no action on the part of the Legislature of the Commonwealth will have any effect on either the regulations or the interpretation of the regulations with respect to those markets outside of the State to which the milk of many of our people customarily goes.

A considerable portion of our milk, of necessity, is obliged to meet the requirements of adjacent markets, markets which lie outside the Commonwealth. In a consideration of this business, we must keep clearly in mind the fact that uniformity of interpretation within the Commonwealth is one thing, but the Commonwealth has no say whatsoever with respect to either the requirements or the interpretation of requirements of markets outside the State.

There now comes the more difficult problem of what can be done constructively in the matter. It is our opinion that some method will have to be devised whereby the physical requirements made by the health authorities and applied to the physical premises of the producer will be applied with more uniformity. Such things as the moving of a dairy house from one side of the barn to the other, its reconstruction in the absence of any new regulation, and changes on the premises of one man while his neighbor along side him selling in the same market has no such demands made upon him, will have to be stopped if we are to accomplish what the producers want.

Some Suggestions

We see only one way to do it and that is for the Commonwealth and the municipalities to employ a corps of properly trained inspectors, who hold their positions under Civil Service, and whose duty it shall be to inspect periodically the premises of producers and then issue to them permits which shall, for a period, relieve them of the uncertainty which now hangs over their heads; for remember, gentlemen, at the present time no producer in this milk shed has any permit in his possession showing that his barn, dairy or equipment meet the requirements of the market in which he sells his milk, nor



Anne M. Laffey of Kennett Square, Pa., sent us this picture of her registered Ayrshire heifer, Man's Sally Ann, held by brother Elmer. Anne is a 4-H club member, has always taken care of this calf.

has he any guarantee whatever that tomorrow he may not be required to alter the barn, rebuild the dairy or replace his equipment. Further, he neither has voice in the regulations applicable to him, nor has he any right of appeal from their interpretation.

It appears to us that the producer is entitled, quite as much as is his dealer, to a permit which is good in his market or markets. Under the present system a dealer may sell his milk to one group of consumers one day and to another group the next day, within the same municipality, without having to be reinspected or have another permit issued. The producer, however, before he can change from one buyer to another, is obliged to submit his premises for reinspection.

"Classify" Requirements

We appreciate full well that such a corps of inspectors will not eliminate the differences which will arise between the inspectors of the various municipalities and the inspectors of the Commonwealth. We do feel, however, that it would be possible for the Commonwealth to encourage and arrange for some classification of the requirements of the various municipalities and for a system to be set up whereby a single inspection on the part of either a municipal or State man would give the producer, on the basis of this single inspection, a permit and assurance that, until the time of a new inspection, his physical requirements were approved.

We do not want to be understood as believing that such a program would eliminate the dealers' inspection with respect to bacteria, sediment, flavor, odor, temperature (providing the requirements be legal requirements), or cleanliness of equipment, neither can we expect to see the State or the Commonwealth denied a similar right. The purchaser of any commodity, whether he buy it for his own use or for resale, has every right to examine it prior to acceptance in order to verify its quality, and this, of necessity, is particularly true of a commodity as perishable as milk.

Out-of-State Regulations

Naturally, there are objections to be found to such a program. The first of these would be the fact that it would not eliminate any difficulty whatever with respect to inspection for markets located outside the Commonwealth. This is a fact, but it is our belief that through negotiation, much

of the difficulty experienced in this connection could be ironed out.

Another objection would be that the plan would be an expensive one. This is obviously true but when one considers how tremendously both producer and consumer are affected by regulation established with respect to the production and selling of milk, it is only fair that the farmer should receive proper treatment in connection with the requirements to which he is subject.

Next there might be raised the question as to whether such a system would operate fairly with respect to those producers who live outside the State but whose farms furnish part of the normal supply of markets within the Commonwealth. There may be some hazard in connection with this, but it is our belief that if proper insistence be put upon the establishment of inspection under Civil Service, this hazard would be rather completely eliminated.

We have attempted in this brief to analyze freely the business before your Committee and to offer some suggestion with respect to a constructive solution of the difficulty. The thoughts contained herein are submitted to you in the hope that out of them as well as the other testimony submitted before you today, there may be some constructive accomplishment towards the solution of these inspection difficulties which face our milk producers.

Milk Price for Army Subject of Court Test

The Pennsylvania Milk Control Commission has determined to have settled once and for all whether the prices established by the Commission shall prevail in contracts with units of the United States government. It seems that no dispute on this subject has ever been carried to either the Pennsylvania or the United States Supreme Court.

The occasion for the announcement of this intention is the action being taken against a dairy firm at Lancaster, Pa., which is said to be contracting to sell to the army cantonment at Indiantown Gap, Pa., half-pints of milk at 2.15 cents, while the lowest price for wholesale delivery authorized under the Milk Control Commission regulations is 2.5 cents for that size container.

This problem has arisen previously in connection with sales to Civilian Conservation camps and veterans' hospitals. The company contends that in dealing with the Federal government it is not bound by state price regulations.

A final decision on this question would help greatly in clarifying what has been a troublesome issue in many sections of the country.

Witt: "Why have you been sitting in your car there at the curb all afternoon?"

Nitt: "I'm waiting for two gentlemen."

Witt: "Who are they?"

Nitt: "The man who owns the car in front of me and the man who owns the car in back."

(Please turn to page 13)

No one who has ever tried earning it, sneers at success.

Markets Remain Firm

DESPITE the usual seasonal decrease in production, dairy prices remain firm in both local and National markets. Milk production in Inter-State territory, as based on data covering about 4800 producers, was 247 pounds per farm per day during February. This was an increase of 10 pounds, or 4.22 percent, over February, 1940, which, in turn, was 8.22 percent over the previous February.

Production per cow over the entire country averaged 13.77 pounds per day as of March 1, as compared with 13.62 pounds one year earlier and a 10-year (1930-39) average for that date of 12.75 pounds per day. The New Jersey average of 19.1 pounds and the Maryland average of 15.4 pounds were each down 0.2 pound from the March 1 figure in 1940. Pennsylvania, with 16.9 pounds, remained the same. No data for Delaware were included in this USDA report.

Increased demand is apparently absorbing this extra production. The consumption of manufactured dairy products is increasing to some extent and there is an upward trend in fluid milk consumption. The Milk Industry Foundation report covering the leading distributors in 152 markets of the country reports a 3.08 percent increase in February over a year ago. These data are based on sales of about 7 million quarts a day.

Butter prices, even with this increased production of milk, are showing an upward trend which is unusual at this time of the year. The March price is 2.96 cents per pound higher than a year ago. This has been reflected in higher prices on the open cream market and, of course, is asserted in higher prices for Class II and Class III milk. The Class II milk price is 11 to 15 cents per hundred pounds higher than a year ago and Class III price is 11 to 12 cents higher. This alone adds about 4 cents to the average price of 100 pounds of milk.

Cream prices, as reported by the local office of the USDA Market News Service, are from \$2.50 to \$3.00 per 40 quart can of 40 percent cream higher than they were a year ago.

Fluid Milk Prices have been quitesteady during March, only a few changes being reported in the USDA Monthly Fluid Milk Market report. The Class I price at Baltimore, Maryland, was increased 29 cents, and at Davenport, Iowa, it is up 10 cents. An increase at Minneapolis, Minnesota is also reported, the amount not being stated. Retail

Date	Philadelphia	New York	Chicago
1	31 1/4	30 3/4	30
2	31 1/4	30 3/4	30
3	31 1/4	30 3/4	30
4	31 1/4	30 3/4	30
5	31 1/4	30 3/4	30
6	31 1/4	30 3/4	30
7	31 1/4	30 3/4	30
8	31 1/4	30 3/4	30 1/4
9	31 1/4	30 3/4	30 1/4
10	31 1/4	30 3/4	30 1/4
11	31 1/4	30 3/4	30 1/4
12	31 1/4	30 3/4	30 1/4
13	31 1/2	31	30 1/4
14	31 1/2	31	30 1/4
15	31 1/2	31	30 1/4
16	31 1/2	31 1/4	30 1/2
17	31 1/2	31 1/4	30 1/2
18	32	31 1/2	30 3/4
19	32	32	31
20	32 1/4	32 1/4	31
21	32 1/4	32 1/4	31
22	32 1/2	32	31
23	32 1/2	32	31 1/2
24	32 1/2	32 1/4	32 1/4
25	32 1/2	32 1/4	32 1/4
26	32 1/2	32 1/4	32 1/4
27	32 1/2	33	32 1/4
28	33 1/2	33	32 1/4
29	33 1/2	33	32 1/4
30	35	34 1/2	33 1/2
31	35	34 1/2	33 1/2
Average	32.08	31.58	30.79
Feb. '41	31.30	30.80	30.07
Mar. '40	28.87	28.62	28.03

prices advanced one cent per quart at Baltimore and at Kansas City, Missouri. The Class I price was lowered 17 cents at Sacramento, California, and 14 cents at Santa Barbara, California, with no retail price changes.

Production of creamery butter in February, 1941, was 130,825,000 pounds, up 2.4 percent from a year earlier. Cheese production in February was 35,695,000 pounds, up 8.0 percent from the 33,055,000 pound figure one year earlier. Evaporated milk production in February was 167,046,000 pounds, 2 percent less than in February, 1940, while the production of condensed milk was up 92 percent — from 3,391,000 pounds to 6,511,000 pounds. These two products combined had about the same output each February.

Storage supplies of butter were less on March 1 than a year earlier, being 16,520,000 pounds as compared with 18,366,000. Cheese supplies, however, increased from 66,971,000 to 105,042,000 pounds during the same period. Storage stocks of evaporated milk on March 1 were reported as 176,624,000 pounds, a 17 percent increase over the previous March 1.

Imports of cheese continue to show the effect of the war with 1,922,000 pounds being brought in during January as compared with 3,339,000 in January, 1940, which, in turn, was less than usual for that month. Butter imports were 129,000 pounds in January which amount, although small, was approximately double that of January, 1940. Casein importations of about 4 million pounds were about the same as a year ago.

Exports of dairy products are showing some increase, the amount of condensed milk exported increasing from 154,000 pounds to

3,637,000 pounds from January, 1940, to January, 1941. During the same period evaporated milk exports increased from 2,809,000 pounds to 4,162,000 pounds. Exports of dry whole milk increased from 419,000 pounds to 647,000 pounds and the amount of dry skim milk shipped abroad jumped 930 percent—from 72,000 to 742,000 pounds.

Prices paid producers by evaporators averaged \$1.45 per hundred pounds of 3.5 percent milk in February, 1941, the same as one year earlier. The wholesale prices of evaporated and condensed milks were also about the same during the two periods. Cheese prices, which on February 15, were 14.5 cents—one cent less than a year earlier—had increased to 15 cents on March 15—1.5 cents higher than on that date a year ago. These are Plymouth Wisconsin, exchange prices.

Living costs in the United States in Mid-February, as reported by the United States Department of Labor, were about 100.8 percent of the average costs of the 1935-39 period and about 102.2 percent of the August, 1939, level. Of this increase during the past 19 months the family food budget increased about 4.7 percent over the low level that existed just prior to the outbreak of the present war.

Feed costs. While consumers were paying slightly more for food and the cost of many farm supplies were going up, the dairyman was gaining a slight advantage on lower feed costs. Feed prices in Inter-State territory averaged from 2 to nearly 6 percent less in Mid-March than one month earlier. With the exception of corn meal and 16 percent ready mixed ration which were slightly higher, feed prices were down as much as 10 percent from March a year ago and linseed meal was down 23.5 percent. A tabulation of feed prices appears on page 6.

"Could you help me with \$100, old fellow?"
"Impossible. But thanks for thinking I could."

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

ELECTRIC FENCES

DAIRYMEN!!!
GUARANTEED Duplex A.C. and battery electric fences, \$3.60-\$8.40-\$9.60, complete, prepaid. Agents wanted. Hansen Bros., Filer, Idaho.

Meeting Calendar

April 4—Rising Sun Local, Turkey Dinner
Meeting—Rising Sun High School, 7:00 P.M.
April 10—Pennsylvania Association of Co-operative Organizations—Wm. Penn Hotel, Harrisburg, Pa.
April 11—Pennsylvania Council of Farm Organizations—Wm. Penn Hotel, Harrisburg, Pa.
April 15—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.
April 22—Altoona-Huntingdon Inter-State Milk Marketing Committee—Holidaysburg, Pa.
April 24—Wilmington Inter-State Milk Marketing Committee—Newark, Del.
April 29—Trenton Inter-State Milk Marketing Committee—19 W. State Street, Trenton, N. J.

Point Out Danger of Foot-and-Mouth Disease

"The Menace of Foot-and-Mouth Disease" is the title of a pamphlet recently issued by the American National Livestock Association, in which the dangers of this disease are detailed and the sources of infection in this country are discussed.

It is pointed out that the inspection and quarantine system enforced in this country is perhaps the most rigid in the world, yet two serious outbreaks have occurred within the last 30 years.

In the 1914 outbreak, 266 counties in 22 different states were included in the infected area and were quarantined. In that epidemic, 3556 herds were totally destroyed, consisting of 77,240 cattle, 85,092 hogs, 9,767 sheep, 114 goats and 9 deer, a total of 172,222 head. This was the most serious outbreak ever to occur in this country. While the quarantine was in effect, no cattle were allowed to move into or out of the quarantine area and trade in general was severely handicapped.

Another serious outbreak occurred in California in 1924 and resulted in the destruction of numerous herds, including deer in a national forest. A less extensive outbreak was discovered in Texas in 1925.

Most of the outbreaks which have occurred in the United States have been traced to livestock products imported from either South America or the Orient. It has been demonstrated that the disease is transmitted not only through live animals but also through meat and other animal products which might be imported. Once the disease gains a foothold it can be spread by any number of means, including birds.

This extreme danger to the nation's livestock industry, numbering 70,000,000 head of cattle, is the basis for the stringent regulations affecting the importation of meat and animal products from a large number of countries, including all of Africa, most European countries and large parts of South America, as well as several Oriental countries.

Pastures Are Benefited By Summer Fertilization

Many dairymen have proved to their own satisfaction that fertilizers containing nitrogen, applied in March or early April, produce a marked increase in vegetation during the spring. It is a fact not generally known that nitrogenous fertilizers applied as late as June will increase substantially the pasture growth during the summer and early fall. H. R. Cox, extension agronomist at the New Jersey College of Agriculture, Rutgers University, says that if one foresees a shortage of pasture grass during the rest of the grazing season, it might well pay to apply fertilizer in the near future to part of the pasture sod.

"On sods which were liberally treated this spring with a mixed or complete fertilizer, a nitrogenous material alone applied at this time should be sufficient," Mr. Cox believes. "From 150 to 250 pounds of sulphate of ammonia or nitrate of soda per acre would be suitable. On sods which were not fertilized this past spring, a complete fertilizer high in nitrogen, such as 400 to 800 pounds per acre of 5-10-5 or similar analysis, would probably do better.

"Lime, superphosphate and potash may be applied at almost any time of the year. It might work out best for some farmers to apply superphosphate and potash, and lime if needed, sometime during the coming summer and fall, then to make an application of nitrogen material early next spring to the sod so treated.

"A grass hay field will also respond favorably to nitrogen fertilizers or mixed fertilizers high in nitrogen applied soon after harvest. A hay sod so stimulated should furnish some very useful summer and fall pasture."

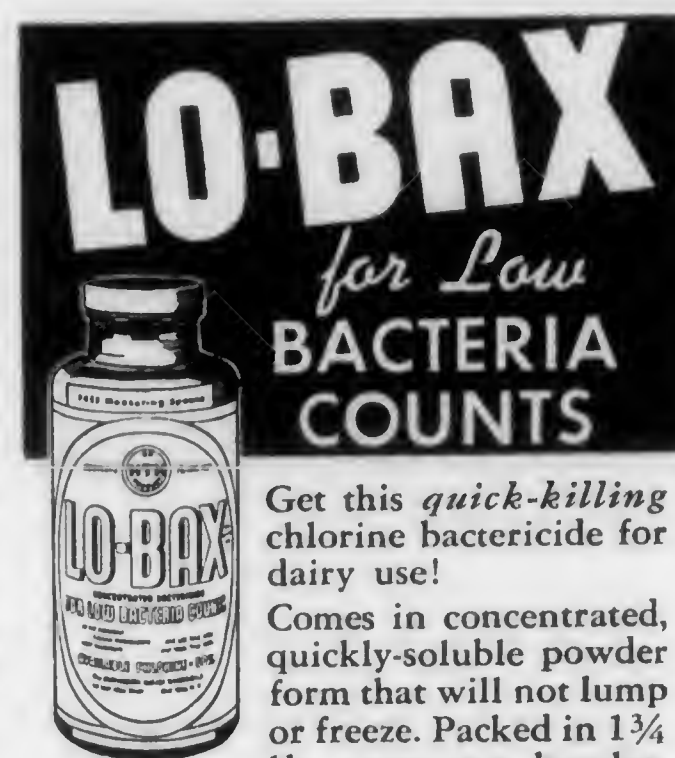
The applications of phosphorus and potash fertilizers, as well as lime, to pasture and hay sods are approved practices under the Agricultural Conservation Program.

Lemonade was sold as a scurvy remedy by medieval pharmacists in Florence, although not until modern times has science understood the vitamin C value of fruits.

Mrs. Nuwed said to her husband: "Darling, will you lend me twenty dollars, and only give me ten of them? Then you'll owe me ten, and I'll owe you ten, and we'll be straight."

Man of House (roaring with rage)—"Who told you to put that paper on the wall?"

Paperhanger—"Your wife, sir."
Man of House—"Pretty, isn't it?"



Get this quick-killing chlorine bactericide for dairy use!

Comes in concentrated, quickly-soluble powder form that will not lump or freeze. Packed in 1 3/4 lb. screw-cap bottles.

Effective when used by either rinse or immersion method.

Check These Six Lo-Bax Facts

- ✓ 1. Kills bacteria QUICKLY—no faster killer on the market.
- ✓ 2. Dissolves quickly—makes CLEAR dairy rinse solutions.
- ✓ 3. Contains 50% available chlorine.
- ✓ 4. Does not lose its strength.
- ✓ 5. Solutions effective hot or cold.
- ✓ 6. Easy to use—low in cost.

THE MATHIESON
ALKALI WORKS (INC.)
60 E. 42nd St., New York, N. Y.

Write for
FREE
SAMPLE
bottle, enough to make
25 gallons of effective
dairy rinse solution
(100 p. p. m.)



THE EASIEST TO CLEAN, FASTEST-COOLING MILK COOLER ON THE MARKET

Here's the last word in dependable, efficient milk cooling. ESCO cooling coils are built into the "icy walls" out of the way. Absolutely smooth interior with rounded corners solves the cleaning problem. Constant neck-high water leveler is automatic, whether one can, half or full capacity is in place. Automatic circulator-agitator makes cooling quick and even. Send postal today for complete facts on this sure way to more economical cooling... less work... and better milk.

ESCO CABINET COMPANY
867 E. 116th St. • West Chester, Pa.
Milk Cooling PAYS



Five More Big Dinners

MEMBERSHIP dinners are still being held over Inter-State territory. Five were held during March and another, at Rising Sun, Md., is scheduled for April 4. The Lewistown meeting, held March 1, was reported in the March Review. Since then successful dinners were held by District 20 at Loysburg on March 6; by the Elkton and Cecilton Locals of District 10 at Chesapeake City, on March 11; by the Cambridge and Hurlock Locals of District 4 and Seaford Local of District 12, at Vienna, Md., on March 19; and by Bay View and Providence Locals of District 10 on March 20.

The Loysburg meeting, with Arthur Woy serving as toastmaster, heard talks by General Manager O. H. Hoffman, Jr.; Inter-State's statistician, F. P. Willits, Jr.; and by Wm. C. Weldon, economist from the Farm Credit Administration. Additional interest was aroused at this meeting through the awarding of door prizes donated by local merchants.

The meeting at Chesapeake City, although handicapped due to bad roads, was enlivened through the excellent job as toastmaster done by J. Z. Miller, county agricultural agent. Mr. Hoffman again gave the principal talk, with B. H. Welty, Inter-State's president, and Director Ralph E. Bower also appearing on the program.

Corbett Speaks At Vienna

The dinner and meeting at Vienna was the first of its kind in that section of Inter-State territory, a crowd of well over 200 being in attendance. S. H. Phillips, president of Hurlock Local, served as chairman and discussed some of the local problems. Dr. R. B. Corbett, director of the Maryland Agricultural Experiment Station, gave an excellent talk on the responsibility of members to their cooperative and included several responsibilities of a cooperative to the membership. Many of the points emphasized in his talk were included in the paper he gave at the Northeastern Dairy Conference and are reported on page 10. At this dinner, Mr. Hoffman, in place of a formal talk, answered numerous questions about milk marketing which were brought up by local members. This proved an interesting and instructive departure from the set program.

The crowd thoroughly enjoyed the entertainment provided by the Lynch brothers, not yet in their teens, who sang, played their musical banjos, tap-danced and "wise-

cracked" in true vaudeville fashion.

Inter-State's secretary, I. Ralph Zollers, was the principal speaker at the Bay View meeting, at which he discussed the work of the Cooperative during the past year and some of the problems which are now facing it. The general dairy situation was also discussed. J. Z. Miller served as toastmaster at this meeting also, while Dudley Winter, Inter-State fieldman, provided entertainment with his "Magical Moments" performance.

More Efficient Farmers

According to the Census Bureau of the United States Department of Commerce, the efficiency of the American farm is constantly increasing. In 1850, when the first complete Farm Census was taken, each farm (average 203 acres) produced food for 16 people. In 1940 each farm (average 174 acres) produced food for 21.6 people.

Stated another way, in 1850 it required 12.7 acres of farm land to feed one person, while in 1940, eight acres were sufficient. It is stated that in Belgium each two acres will feed three people.

**FIRST HOLSTEIN TO PRODUCE OVER
1200 LBS. BUTTERFAT IN A YEAR ON
THREE TIMES A DAY MILKING**

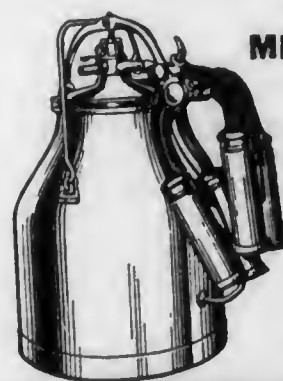


**MILKED WITH A DE LAVAL MAGNETIC
DURING TEST AND ENTIRE LIFETIME**

MONTVIC Rag Apple Colantha Abbekerk, 11-year-old Holstein cow bred and owned by Mt. Victoria Farms, Hudson Heights, Quebec, has just completed a 365-day record of 29,208 lbs. milk and 1263 lbs. fat, an average test for a year of 4.32%, on three times a day milking. This is the first time that a Holstein cow has produced over 1200 lbs. butterfat a year on three times a day milking. Throughout her entire lifetime, including the test, Montvic Rag Apple Colantha Abbekerk was milked with a De Laval Magnetic Milker.

This is just one of many championship records made by De Laval milked cows — proving in a most convincing way the superiority of De Laval Milkers.

You, too, can have the advantages of De Laval champion-quality milking for your herd. Why not have the best? Ask your local De Laval Dealer for a free trial demonstration or mail coupon below today.



WHAT THE DE LAVAL MILKER WILL DO FOR YOU

Milk your cows better, faster and cleaner — help secure maximum lifetime production for your entire herd — produce highest quality milk — save the most time and labor — always milk your cows perfectly — give years of dependable, satisfactory service.

THE DE LAVAL SEPARATOR CO., Dept. 6129

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Chicago, 427 Randolph St.
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Please send me, without obligation, full information on { Milker ☐ Separator ☐ Check which

Name

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State..... R. F. D.....No. Cows....

**End of
Volume**